

**Derman, Barbara (DHHS)**

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**From:** Derman, Barbara (DHHS)  
**Sent:** Thursday, June 07, 2018 6:12 PM  
**To:** 'Thomas Lang'  
**Subject:** RE: Real Alternatives MI Preg and Parenting Support Program Site Reviews for 2018

Tom,

I also just realized that I did not receive the emailed quarterly report, but did review the EgrAMs submission. Could you forward me the emailed one. Thanks

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Derman, Barbara (DHHS)  
**Sent:** Tuesday, May 29, 2018 12:39 PM  
**To:** 'Thomas Lang' <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>  
**Subject:** RE: Real Alternatives MI Preg and Parenting Support Program Site Reviews for 2018

Thanks Tom, I'll look forward to them.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Thomas Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>  
**Sent:** Tuesday, May 29, 2018 12:34 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Cc:** Kevin Bagatta <[ra-president@comcast.net](mailto:ra-president@comcast.net)>  
**Subject:** Re: Real Alternatives MI Preg and Parenting Support Program Site Reviews for 2018

Quess -

Ok, our Site Monitor is working on the schedule and I'll be back in touch thereafter.

Thank you!

Tom

Sent from my iPhone

On May 29, 2018, at 10:59 AM, Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)> wrote:

Good morning Tom,  
I hope you had a pleasant holiday weekend. I wanted to touch base with you regarding your scheduling of site reviews for this year. I would like to accompany you or your reviewer staff to a couple of your site reviews like I did last year at your visit to Niles, MI. Please let what would work for you. I'd like to get them on the schedule as soon as possible. Thanks.

*Barbara (Quess) Derman, MSW*

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109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913

Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff <[ra-finance@comcast.net](mailto:ra-finance@comcast.net)>

**Sent:** Thursday, May 24, 2018 9:39 AM

**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>

**Cc:** Tom Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>

**Subject:** Real Alternatives MI Preg and Parenting Support Svcs Program April 2018

Ms. Derman,

I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for April 2018 through the EGrAMS system on Tuesday, May 22.

Would you be able to review and approve our April 2018 submission?

Thank you very much!

Cliff

**Derman, Barbara (DHHS)**

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**Cc:** Tom Lang <ra-operations@comcast.net>  
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Thank you very much!  
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**Derman, Barbara (DHHS)**

---

**From:** Thomas Lang <ra-operations@comcast.net>  
**Sent:** Tuesday, May 29, 2018 12:32 PM  
**To:** Derman, Barbara (DHHS)  
**Cc:** Cliff  
**Subject:** Re: Real Alternatives MI Preg and Parenting Support Svcs Program April 2018

Thank you!

Sent from my iPhone

On May 29, 2018, at 11:26 AM, Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)> wrote:

Hi Cliff and Tom, I have approved the April expense report and quarterly work plan

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696     [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff <ra-finance@comcast.net>  
**Sent:** Thursday, May 24, 2018 9:39 AM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
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**Derman, Barbara (DHHS)**

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**From:** Derman, Barbara (DHHS)  
**Sent:** Tuesday, May 29, 2018 11:27 AM  
**To:** 'Cliff'  
**Cc:** Tom Lang  
**Subject:** RE: Real Alternatives MI Preg and Parenting Support Svcs Program April 2018

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*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
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**Derman, Barbara (DHHS)**

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**From:** Derman, Barbara (DHHS)  
**Sent:** Tuesday, May 29, 2018 11:00 AM  
**To:** Tom Lang  
**Cc:** Kevin Bagatta  
**Subject:** Real Alternatives MI Preg and Parenting Support Program Site Reviews for 2018

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Thank you very much!  
Cliff

**Derman, Barbara (DHHS)**

---

**From:** Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Monday, May 21, 2018 4:21 PM  
**To:** Derman, Barbara (DHHS); Cliff, Kevin Bagatta  
**Subject:** Re: TEST checking emails

**Importance:** High

Got it , Quess!

Thanks for checking with us.

Tom

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**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Monday, May 21, 2018 at 12:55 PM  
**To:** "Clifford W. McKeown" <ra-finance@comcast.net>, Thomas Lang <ra-operations@comcast.net>, "Kevin I. Bagatta" <ra-president@comcast.net>  
**Subject:** TEST checking emails

Hello Tom, Cliff and Kevin,

My computer is now fully upgraded to Windows 10. I wanted to make sure you can still receive emails from me as I know there have been issues with other parts of the department that were already on this operating system. Please just respond to let me know you received this test email. Thanks

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health

Michigan Department of Health and Human Services

109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913

Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)



**Derman, Barbara (DHHS)**

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**From:** Derman, Barbara (DHHS)  
**Sent:** Thursday, May 10, 2018 1:22 PM  
**To:** 'Cliff'; Tom Lang; 'Deacon Tom Lang'  
**Cc:** Kevin Bagatta  
**Subject:** FW: Real Alternatives Michigan Pregnancy and Parenting Support Svcs Program Expenses for March 2018

Hi Cliff and Tom,

I received your check for \$711.29 for interest earned during the previous grant agreement, Oct, 2013 through Sept. 30, 2017. I have forwarded it to the Post office box identified below.

I am wondering if you received the email below. I also wanted to let you know that my computer is scheduled to be updated to Windows 10 sometime this week. I hope that that change does not cause a problem with my receiving emails from you like you have had with other areas in the State of Michigan offices. Once the upgrade happens, I will send you a test email and will ask you to reply so I know our communication is not disrupted by the migration to Windows 10.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, April 30, 2018 4:19 PM  
**To:** 'Cliff' <ra-finance@comcast.net>  
**Cc:** Kevin Bagatta <ra-president@comcast.net>; Tom Lang <ra-operations@comcast.net>  
**Subject:** RE: Real Alternatives Michigan Pregnancy and Parenting Support Svcs Program Expenses for March 2018

Cliff,

I don't know what to say about emails not coming through, though I have heard from several sources that emails from Comcast don't come through on some computers, possibly those that have been upgraded to Windows 10. My computer has not been upgraded, so, while it doesn't make much sense to me, it could be right. I will send a question to our IT folks.

Regarding the payment of interest, here's what we were told:

Checks can be written to the State of Michigan and sent to PO Box 30802, Lansing MI 48933.

A letter or description for what the purpose of the payment is should be included, otherwise they would need to contact the organization to see.

*Barbara (Quess) Derman, MSW*  
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Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff [<mailto:ra-finance@comcast.net>]  
**Sent:** Wednesday, April 25, 2018 11:25 AM  
**To:** FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>; Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>

Derman, Barbara (DHHS)

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From: Geistler, David (DHHS)  
Sent: Tuesday, May 01, 2018 10:09 AM  
To: Cliff  
Cc: Kubu, Timothy (DHHS); Pike, Christine (DHHS); Derman, Barbara (DHHS)  
Subject: RE: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

Cliff,

We have reviewed the contract and the amendments and it appears that funding for this contract is considered Vendor funding, even though the last 2 amendments, #7 and #8 are funded with TANF funds. With that determination in hand it is not correct to include this contract and funding on the SEFA.

If you need any other information from me please contact me, Thank You.

DFG

From: Cliff [mailto:ra-finance@comcast.net]  
Sent: Wednesday, April 25, 2018 10:59 AM  
To: Geistler, David (DHHS) <GeistlerD@michigan.gov>  
Subject: Re: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

Mr. Geistler,  
Please see attached amendments (7 in all) that document changes to our original contract. Please note Amendment 7, which details the funding from TANF. Previous to that amendment, all funding was from state funds.

Also attached is our final expense report filed with Michigan Department of Community Health. You'll note that per direction from the payment office in coordination with Ms. Derman, we showed all expenses as originating from the state agreement.

Cliff McKeown

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From: "Geistler, David (DHHS)" <GeistlerD@michigan.gov>  
Date: Wednesday, April 25, 2018 at 8:43 AM  
To: Cliff <ra-finance@comcast.net>, "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
Cc: "Kubu, Timothy (DHHS)" <kubut@michigan.gov>, "Pike, Christine (DHHS)" <PikeC@michigan.gov>  
Subject: RE: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

Cliff and Ms. Derman,

Yes I have received your emails and Cliff I received your phone message this AM.

I have reviewed page one of your contract and it says the contract ended 9/30/14. Also it says the "Federal Funding" is "\$0" for this grant. Did you perhaps have a current contract with the Michigan Department of Health and Human Services (MDHHS)?

We have reviewed our payment information and do not find any payments to you under Real Alternatives for FY 2014-2017.

We would also like you to know that the contract you have listed on the Schedule of Expenditures of Federal Awards (SEFA) should not be on the SEFA as there are no federal funds for it. This is unless you have a different contract with MDHHS that could be funded with Federal Funds. Our review is that we do not have a contract.

If you could let me know if you have a current contract for the expense reported on the SEFA, it would be greatly appreciated.

If you need any other information from me please contact me, Thank You.

DFG

From: Cliff [<mailto:ra-finance@comcast.net>]  
Sent: Monday, April 23, 2018 9:24 AM  
To: FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>  
Cc: Geistler, David (DHHS) <[GeistlerD@michigan.gov](mailto:GeistlerD@michigan.gov)>  
Subject: FW: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

---

From: Cliff <[ra-finance@comcast.net](mailto:ra-finance@comcast.net)>  
Date: Friday, April 20, 2018 at 3:37 PM  
To: "Geistler, David (DHHS)" <[GeistlerD@michigan.gov](mailto:GeistlerD@michigan.gov)>  
Subject: Re: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

Mr. Geistler,

Thank you for corresponding with me! Real Alternatives federal tax id is 23-2868660. The number on the original grant agreement beginning October 1, 2013 between the Michigan Department of Community Health and Real Alternatives is 20142043. Please see attached first page of the agreement showing the grant agreement number.

Cliff

McKeown

---

From: "Geistler, David (DHHS)" <[GeistlerD@michigan.gov](mailto:GeistlerD@michigan.gov)>  
Date: Friday, April 20, 2018 at 10:59 AM  
To: Cliff <[ra-finance@comcast.net](mailto:ra-finance@comcast.net)>  
Cc: "Derman, Barbara (DHHS)" <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>, "Kubu, Timothy (DHHS)" <[kubut@michigan.gov](mailto:kubut@michigan.gov)>  
Subject: FW: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

Cliff,

I hope you are the correct contact person for Real Alternatives. My name is David Geistler in the Audit Division, Dept. of Health and Human Services (MDHHS). Your report made to the Audit Division via Ms. Derman today.

I am reviewing your reports and would like to confirm a couple of items. First is your Federal ID# 23268660? Also I don't recognize the contract number listed on the Schedule of Expenditures of Federal Awards (SEFA) as passed through MDHHS as a Subrecipient contract. Could you please

check your contract number, it should be listed on the front page of the contract? I will need both of these items to check our records for your agency.

If you need to contact me regarding this request I am available Monday-Friday at the contact below. I would appreciate your information by 4/24/18, Thank You.

DFG

David F. Geistler  
Senior Auditor  
Michigan Department of Health & Human Services  
Bureau of Audit, Reimbursement and Quality Assurance  
Audit Division, Audit and Review Section  
400 S. Pine St.  
Lansing, MI 48933  
517-335-3949  
[geistlerd@michigan.gov](mailto:geistlerd@michigan.gov)

From: Derman, Barbara (DHHS)  
Sent: Wednesday, April 18, 2018 12:19 PM  
To: MDHHS-AuditReports <[MDHHS-AuditReports@michigan.gov](mailto:MDHHS-AuditReports@michigan.gov)>  
Cc: Cliff <[ra-finance@comcast.net](mailto:ra-finance@comcast.net)>  
Subject: FW: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

At the request of the agency, I am forwarding the Real Alternatives 2017 audit report for the Pregnancy and Parenting Support Services Program (Contract # 20142043).  
Please confirm receipt, so that I can let the agency know that you have received the report. Thank you.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

From: Cliff [<mailto:ra-finance@comcast.net>]  
Sent: Wednesday, April 18, 2018 10:36 AM  
To: FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>  
Cc: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>; MDHHS-AuditReports <[MDHHS-AuditReports@michigan.gov](mailto:MDHHS-AuditReports@michigan.gov)>  
Subject: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

Ms. Derman,  
I'm trying to get our final audited financial statements to [MDHHS-AuditReports@michigan.gov](mailto:MDHHS-AuditReports@michigan.gov). I sent them yesterday, but I received bounce back emails each saying "temporary failure". Would you be able to forward them to that email address. Thank you.  
Cliff

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, April 30, 2018 4:19 PM  
**To:** 'Cliff'  
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**Cc:** Kevin Bagatta <[ra-president@comcast.net](mailto:ra-president@comcast.net)>; Tom Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>  
**Subject:** FW: Real Alternatives Michigan Pregnancy and Parenting Support Svcs Program Expenses for March 2018

Note: This failed to go through per bounce back email I just received. I'm trying again.

---

**From:** Cliff <[ra-finance@comcast.net](mailto:ra-finance@comcast.net)>  
**Date:** Tuesday, April 24, 2018 at 5:38 PM  
**To:** FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>  
**Cc:** "Derman, Barbara (DHHS)" <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>, Tom Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>  
**Subject:** Real Alternatives Michigan Pregnancy and Parenting Support Svcs Program Expenses for March 2018

Ms. Derman,

I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for March 2018 through the EGrAMS system today, Tuesday, April 24.

Would you be able to review and approve our March 2018 submission?

One additional note, I continue to have problems emailing you directly, as well as, anybody else in Michigan. Mr. Geistler is a recent example. The only way I can get my emails through is to send directly to FSRMDHHS and copy you. Would you be able to check and see what the problem is?

Best Regards. Thank you.  
Cliff McKeown

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, April 30, 2018 11:40 AM  
**To:** Geistler, David (DHHS); Dunbar, Paulette Dobynes (DHHS)  
**Cc:** Charest, Deanna (DHHS)  
**Subject:** RE: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

Hello David,

My apologies for the delay in getting back to you. I was doing a FP program review in the UP last week and had very spotty email at the hotel, so waited for the weekend to catch up on emails.

This contract is the result of a legislative initiative and was originally set up as a special pilot project. The program got off to a very slow start developing their Michigan provider network. As a result their original appropriation was significantly underspent the first year and it was decided to make it a multiyear contract to allow them to spend the appropriation. That went on for a couple years and ended in September 2017. This year, for the first time the contract is for the fiscal year and was put into EGrAMS for the first time. Because of this unusual history, contracts has taken the lead role in working with the agency on the contract and we have been monitoring from the program side. Most recently Laura Geist worked with the agency on this year's contract.

I am not sure why it was originally set up as a vendor vs. sub-recipient contract. Real Alternatives has separate contracts with the providers in Michigan and pays them for the services rendered and reported to Real Alternatives.

We would certainly be open to relooking at this project. I would suggest that we have a meeting to discuss this project.

*Barbara (Quest) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
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**Subject:** FW: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

Barbara,

We are having second thoughts about this contract. Can you shed any light on if the \$400,000 is considered a Vendor Payment or is this part of the contract a Subrecipient?

Please let me know if you need further information. Thank You.

DFG

**From:** Geistler, David (DHHS)  
**Sent:** Wednesday, April 25, 2018 12:36 PM  
**To:** 'Cliff' <[ra-finance@comcast.net](mailto:ra-finance@comcast.net)>; Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
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**Subject:** FW: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

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IF I can be of further assistance please let me know.

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Sent: Wednesday, April 25, 2018 10:59 AM  
To: Geistler, David (DHHS) <[GeistlerD@michigan.gov](mailto:GeistlerD@michigan.gov)>  
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**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Saturday, April 28, 2018 4:05 PM  
**To:** 'Cliff'; Tom Lang  
**Subject:** RE: Real Alternatives Question

Hello Cliff,

I was working in northern Michigan last week and had limited email access. I will check on this and get back to you on Monday. I will also review the March expense report and get back if any issues, otherwise, will approve and forward on.

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff [mailto:ra-finance@comcast.net]  
**Sent:** Thursday, April 26, 2018 9:52 AM  
**To:** FSRMDHHS <FSRMDHHS@michigan.gov>; Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Subject:** Real Alternatives Question

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One more question. Did you receive the email I sent on Tuesday, April 24, about submitting our expenses for March?

Thanks for all your help!  
Cliff

**Derman, Barbara (DHHS)**

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**From:** Derman, Barbara (DHHS)  
**Sent:** Friday, April 27, 2018 1:41 PM  
**To:** Cliff; Deacon Tom Lang  
**Subject:** Re: Real Alternatives Michigan Pregnancy and Parenting Support Svcs Program Expenses for March 2018

I have been in the UP this week for a review, and had very spotty email access. I'm on the way home and will check over the weekend

---

**From:** Cliff <ra-finance@comcast.net>  
**Sent:** Tuesday, April 24, 2018 5:38:50 PM  
**To:** FSRMDHHS  
**Cc:** Derman, Barbara (DHHS); Tom Lang  
**Subject:** Real Alternatives Michigan Pregnancy and Parenting Support Svcs Program Expenses for March 2018

Ms. Derman,  
I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for March 2018 through the EGrAMS system today, Tuesday, April 24.

Would you be able to review and approve our March 2018 submission?

One additional note, I continue to have problems emailing you directly, as well as, anybody else in Michigan. Mr. Geistler is a recent example. The only way I can get my emails through is to send directly to FSRMDHHS and copy you. Would you be able to check and see what the problem is?

Best Regards. Thank you.  
Cliff McKeown

**Derman, Barbara (DHHS)**

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**From:** Thomas Lang - Exchange <VPofOperations@realalternatives.org> on behalf of Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Friday, April 27, 2018 1:28 PM  
**To:** Derman, Barbara (DHHS)  
**Subject:** FW: Real Alternatives Michigan Pregnancy and Parenting Support Svcs Program Expenses for March 2018

Quess -

We are getting a little concerned that you are not receiving Cliff's emails so I'm going to give it a try too.

Can you please let me know if you receive this and if you received the March Expenses that Cliff submitted through EGrAMS?

Thank you!  
Tom

---

**From:** "Clifford W. McKeown" <ra-finance@comcast.net>  
**Date:** Tuesday, April 24, 2018 at 5:38 PM  
**To:** FSRMDHHS <FSRMDHHS@michigan.gov>  
**Cc:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>, Thomas Lang <ra-operations@comcast.net>  
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**Subject:** FW: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements  
**Attachments:** MDCH Expenses September 2017.pdf; MI Amend 1.pdf; MI Amend 2.pdf; MI Amend 3.pdf; MI Amend 4.pdf; MI Amend 5.pdf; MI Amend 6.pdf; MI Amend 7.pdf; Real Alternatives - FY2017 payments info - 20180425.pdf

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I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for March 2018 through the EGrAMS system today, Tuesday, April 24.

Would you be able to review and approve our March 2018 submission?

One additional note, I continue to have problems emailing you directly, as well as, anybody else in Michigan. Mr. Geistler is a recent example. The only way I can get my emails through is to send directly to FSRMDHHS and copy you. Would you be able to check and see what the problem is?

Best Regards. Thank you.  
Cliff McKeown

**Derman, Barbara (DHHS)**

---

**From:** Geistler, David (DHHS)  
**Sent:** Friday, April 20, 2018 11:00 AM  
**To:** ra-finance@comcast.net  
**Cc:** Derman, Barbara (DHHS); Kubu, Timothy (DHHS)  
**Subject:** FW: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements  
**Attachments:** Financial Statements 06-30-2017 Audit-Final.pdf

Cliff,

I hope you are the correct contact person for Real Alternatives. My name is David Geistler in the Audit Division, Dept. of Health and Human Services (MDHHS). Your report made to the Audit Division via Ms. Derman today.

I am reviewing your reports and would like to confirm a couple of items. First is your Federal ID# 23268660? Also I don't recognize the contract number listed on the Schedule of Expenditures of Federal Awards (SEFA) as passed through MDHHS as a Subrecipient contract. Could you please check your contract number, it should be listed on the front page of the contract? I will need both of these items to check our records for your agency.

If you need to contact me regarding this request I am available Monday-Friday at the contact below. I would appreciate your information by 4/24/18, Thank You.

DFG

David F. Geistler  
Senior Auditor  
Michigan Department of Health & Human Services  
Bureau of Audit, Reimbursement and Quality Assurance  
Audit Division, Audit and Review Section  
400 S. Pine St.  
Lansing, MI 48933  
517-335-3949  
[geistlerd@michigan.gov](mailto:geistlerd@michigan.gov)

**From:** Derman, Barbara (DHHS)  
**Sent:** Wednesday, April 18, 2018 12:19 PM  
**To:** MDHHS-AuditReports <[MDHHS-AuditReports@michigan.gov](mailto:MDHHS-AuditReports@michigan.gov)>  
**Cc:** Cliff <[ra-finance@comcast.net](mailto:ra-finance@comcast.net)>  
**Subject:** FW: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

At the request of the agency, I am forwarding the Real Alternatives 2017 audit report for the Pregnancy and Parenting Support Services Program (Contract # 20142043).

Please confirm receipt, so that I can let the agency know that you have received the report. Thank you.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Wednesday, April 18, 2018 12:18 PM  
**To:** MDHHS-AuditReports  
**Cc:** 'Cliff'  
**Subject:** FW: Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements  
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109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff [mailto:ra-finance@comcast.net]  
**Sent:** Wednesday, April 18, 2018 10:36 AM  
**To:** FSRMDHHS <FSRMDHHS@michigan.gov>  
**Cc:** Derman, Barbara (DHHS) <DermanB@michigan.gov>; MDHHS-AuditReports <MDHHS-AuditReports@michigan.gov>  
**Subject:** Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements

Ms. Derman,

I'm trying to get our final audited financial statements to [MDHHS-AuditReports@michigan.gov](mailto:MDHHS-AuditReports@michigan.gov). I sent them yesterday, but I received bounce back emails each saying "temporary failure". Would you be able to forward them to that email address. Thank you.

Cliff

**Derman, Barbara (DHHS)**

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**Sent:** Wednesday, April 18, 2018 10:36 AM  
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**Cc:** Derman, Barbara (DHHS); MDHHS-AuditReports  
**Subject:** Real Alternatives Fiscal Year Ending June 30, 2017 Audited Financial Statements  
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Cliff



REAL ALTERNATIVES  
FINANCIAL STATEMENTS  
WITH SUPPLEMENTARY INFORMATION  
YEARS ENDED JUNE 30, 2017 AND 2016  
AND  
INDEPENDENT AUDITOR'S REPORT



McKONLY & ASBURY

## REAL ALTERNATIVES

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## REAL ALTERNATIVES

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MEMBERS

AMERICAN AND PENNSYLVANIA  
INSTITUTES OF CERTIFIED PUBLIC  
ACCOUNTANTS

## INDEPENDENT AUDITOR'S REPORT

The Board of Directors  
Real Alternatives  
Harrisburg, Pennsylvania

### Report on the Financial Statements

We have audited the accompanying financial statements of Real Alternatives (a nonprofit organization), which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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1.800.569.5199 • [www.macpas.com](http://www.macpas.com) • Fax: 717.737.2068

MAILING ADDRESS  
McKonly & Asbury LLP • 415 Fallowfield Road • Camp Hill, PA 17011

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Real Alternatives as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### **Other Matters**

#### *Other Information*

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and other supplementary information on pages 18 through 32 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

### **Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated March 27, 2018, on our consideration of Real Alternatives' internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Real Alternatives' internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Real Alternatives' internal control over financial reporting and compliance.

*McKonly & Asbury, LLP*

Camp Hill, Pennsylvania  
March 27, 2018

**REAL ALTERNATIVES**  
**STATEMENTS OF FINANCIAL POSITION**  
**JUNE 30, 2017 AND 2016**

**ASSETS**

	<u>2017</u>	<u>2016</u>
Cash and cash equivalents	\$ 1,665,201	\$ 2,243,438
Accounts receivable	419,352	368,012
Prepaid expenses and other receivables	18,699	8,603
Inventories	<u>40,101</u>	<u>53,878</u>
Total current assets	<u>2,143,353</u>	<u>2,673,931</u>
Equipment, furniture, and fixtures (net of accumulated depreciation of \$195,380 and \$175,502)	<u>30,873</u>	<u>51,859</u>
Total assets	<u><u>\$ 2,174,226</u></u>	<u><u>\$ 2,725,790</u></u>

**LIABILITIES AND NET ASSETS**

Accounts payable	\$ 768,496	\$ 1,426,577
Line of credit	-	29,080
Accrued expenses	28,826	27,610
Refundable advance - DHS Grant	865,176	590,603
Operating advance payable - MDCH Grant	<u>116,666</u>	<u>116,666</u>
Total current liabilities	<u>1,779,164</u>	<u>2,190,536</u>
Net assets		
Temporarily restricted	253	253
Unrestricted	<u>394,809</u>	<u>535,001</u>
Total net assets	<u>395,062</u>	<u>535,254</u>
Total liabilities and net assets	<u><u>\$ 2,174,226</u></u>	<u><u>\$ 2,725,790</u></u>

The accompanying notes are an integral  
part of these financial statements.

**REAL ALTERNATIVES**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED JUNE 30, 2017**

	Unrestricted	Temporarily Restricted	Total
Revenues, gains, and other support			
Contributions	\$ 16,380	\$ -	\$ 16,380
Pennsylvania Program Revenue			
Pregnancy & Parenting Support Services			
Program - DHS Grant	6,397,825	-	6,397,825
Michigan Program Revenue			
Pregnancy & Parenting Support Services			
Program - MDCH Grant	643,349	-	643,349
Indiana Program Revenue			
Pregnancy & Parenting Support Services			
Program - ISDII Grant	2,289,940	-	2,289,940
Program Development and Advancement Agreement	223,961	-	223,961
Interest income	2,433	4,423	6,856
Other income	5,678	-	5,678
Net assets released from restrictions	4,423	(4,423)	-
Total revenues, gains, and other support	<u>9,583,989</u>	<u>-</u>	<u>9,583,989</u>
Expenses			
Program Services			
Pennsylvania Pregnancy and Parenting Support Services			
Program			
DHS Grant	6,471,285	-	6,471,285
Michigan Pregnancy and Parenting Support Services			
Program			
MDCH Grant - Michigan Program	644,869	-	644,869
Indiana Pregnancy and Parenting Support Services			
Program			
ISDH Grant - Indiana Program	2,311,368	-	2,311,368
National Division			
Services to Other State Programs	41,746	-	41,746
Prevention Programs	33,333	-	33,333
Supporting Services, Management & General	219,966	-	219,966
Fundraising	1,614	-	1,614
Total expenses	<u>9,724,181</u>	<u>-</u>	<u>9,724,181</u>
Change in net assets	(140,192)	-	(140,192)
Net assets, beginning of year	535,001	253	535,254
Net assets, end of year	<u>\$ 394,809</u>	<u>\$ 253</u>	<u>\$ 395,062</u>

The accompanying notes are an integral  
part of these financial statements.

**REAL ALTERNATIVES**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED JUNE 30, 2016**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Revenues, gains, and other support			
Contributions	\$ 25,181	\$ 929	\$ 26,110
Pennsylvania Program Revenue			
Pregnancy & Parenting Support Services Program - DHS Grant	6,672,397	-	6,672,397
Michigan Program Revenue			
Pregnancy & Parenting Support Services Program - MDCH Grant	676,676	-	676,676
Indiana Program Revenue			
Pregnancy & Parenting Support Services Program- ISDH Grant	2,023,520	-	2,023,520
National Division Revenue			
Contracted Services Revenue	345	-	345
Program Development and Advancement Agreement	205,685	-	205,685
Interest income	1,306	3,220	4,526
Other income	4,425	-	4,425
Net assets released from restrictions	3,896	(3,896)	-
Total revenues, gains, and other support	<u>9,613,431</u>	<u>253</u>	<u>9,613,684</u>
Expenses			
Program Services			
Pennsylvania Pregnancy and Parenting Support Services Program			
DHS Grant, net of PA Program fundraising expense of \$70	6,697,035	-	6,697,035
Michigan Pregnancy and Parenting Support Services Program			
MDCH Grant - Michigan Program	680,540	-	680,540
Indiana Pregnancy and Parenting Support Services Program			
ISDH Grant - Indiana Program	2,004,339	-	2,004,339
National Division			
Services to Other State Programs	37,138	-	37,138
Prevention Programs	49,763	-	49,763
Supporting Services, Management & General	78,092	-	78,092
Fundraising	1,716	-	1,716
Total expenses	<u>9,548,623</u>	<u>-</u>	<u>9,548,623</u>
Change in net assets	64,808	253	65,061
Net assets, beginning of year	470,193	-	470,193
Net assets, end of year	<u>\$ 535,001</u>	<u>\$ 253</u>	<u>\$ 535,254</u>

The accompanying notes are an integral  
part of these financial statements.



## REAL ALTERNATIVES

	Program Services				Indiana Pregnancy and Parenting Support				Supporting Services						
	Pennsylvania Pregnancy and Parenting Support Program				Michigan Pregnancy and Parenting Support Program				National Division						
	DHS Administrative	DHS Project Services	DHS Fund-raising	Total DHS	MDOCH Administrative	MDOCH Project Services	MDOCH Total	ISDH Administrative	ISDH Project Services	Total ISDH	Other State Programs	Prevention Programs	Support Management and General	Fundraise	Total
Salaries, wages, and benefits	\$ 217,362	\$ 210,657	\$ -	\$ 428,019	\$ 35,690	\$ 31,967	\$ 67,657	\$ 77,284	\$ 46,238	\$ 123,522	\$ 32,002	\$ 12,472	\$ 61,891	\$ 1,108	\$ 726,671
Salaries and wages	1,284	478	-	1,762	172	65	237	331	123	454	97	13	258	1	2,822
Unused sick leave paid	15,218	15,220	-	30,438	1,836	1,832	3,668	4,099	2,723	6,822	1,324	935	3,403	54	46,644
Payroll taxes	46,649	21,135	-	67,784	6,947	3,224	10,171	13,344	6,371	19,715	3,831	560	6,544	144	108,749
Health and group life insurance	1,087	889	-	1,976	166	135	301	502	247	549	63	97	139	5	3,130
Workers' compensation	9	663	-	672	1	71	72	5	291	296	-	-	-	-	1,040
Job advertising															
Total salaries, wages, and benefits	281,509	249,042	-	\$30,651	44,812	37,294	82,106	95,365	\$5,993	151,358	37,317	14,077	72,235	1,312	889,056
Professional development	3,032	95	-	3,127	337	-	337	1,188	-	1,188	-	-	483	-	5,135
Consulting	15,303	7,275	-	22,578	2,247	1,764	4,011	3,344	5,964	9,308	-	-	113,718	-	149,615
Postage/shipping	4,789	-	-	4,789	1,553	-	1,553	2,185	23	2,208	-	-	331	403	97
Auditing	14,584	-	-	14,584	2,187	-	2,187	4,031	-	4,031	456	679	1,030	33	23,000
Travel/hodging	85	7,741	-	7,826	(2)	2,289	2,287	21	3,281	3,302	-	-	843	1,211	15,469
Office rent	42,667	-	-	42,667	6,543	-	6,543	11,970	-	11,970	1,345	2,077	2,969	99	67,670
Telephone/fax	6,999	-	-	6,999	1,161	-	1,161	2,060	-	2,060	649	244	1,256	16	12,385
Property/liability insurance	1,975	-	-	1,975	302	-	302	552	-	552	62	96	139	5	3,131
Directors/officers liability insurance	4,932	-	-	4,932	754	-	754	1,379	-	1,379	155	241	343	12	7,816
Office supplies	9,328	-	-	9,328	831	-	831	2,444	22	2,466	1,018	82	1,853	-	15,578
Service contracts	2,720	-	-	2,720	404	-	404	738	-	738	84	137	212	8	4,303
Information/training	-	7,960	-	7,960	-	4,553	-	-	46,350	-	-	627	20	-	59,510
Advertising	-	518,118	-	518,118	-	45,346	45,346	-	129,710	129,710	568	13,757	3,041	-	710,540
Meetings/seminars	-	8,486	-	8,486	-	2,513	2,513	-	4,837	4,837	-	-	9,737	-	25,573
Client services/counseling	-	5,179,122	-	5,179,122	-	482,813	482,813	-	1,929,979	1,929,979	-	-	-	-	7,591,914
Hotline referral system	-	3,378	-	3,378	-	492	492	-	1,002	1,002	92	142	204	7	5,317
Pregnancy test kits	-	31,381	-	31,381	-	2,660	2,660	-	6,398	6,398	-	-	-	-	40,439
403b contribution	9,526	6,723	-	16,249	942	784	1,726	2,084	1,019	3,103	-	-	7,027	-	28,105
Fundraising	-	-	-	-	-	-	-	-	-	-	-	-	-	25	25
Miscellaneous	-	-	-	-	-	-	-	-	-	-	-	-	1,766	-	1,766
Prior year service provider reimbursement returned to the program offices	-	43,070	-	43,070	-	-	-	-	(5,603)	(5,603)	-	-	-	-	37,467
Salvage value of assets disposed of	111	-	-	111	-	-	-	-	-	-	-	-	-	-	111
Total expenses before depreciation	397,660	6,062,391	-	6,460,051	62,071	580,508	642,579	127,361	2,178,975	2,306,336	41,746	33,333	217,647	1,614	9,703,306
Depreciation and amortization expense	-	-	-	-	208	2,082	2,290	208	4,824	5,032	-	-	2,319	-	20,875
Total functional expenses	\$ 408,894	\$ 6,062,391	\$ -	\$ 6,471,285	\$ 62,279	\$ 582,590	\$ 644,869	\$ 127,569	\$ 2,183,799	\$ 2,311,368	\$ 41,746	\$ 33,333	\$ 219,966	\$ 1,614	\$ 9,724,181

The accompanying notes are an integral part of these financial statements.

# REAL ALTERNATIVES

## STATEMENT OF FUNCTIONAL EXPENSES

### YEAR ENDED JUNE 30, 2016

	Program Services				Indiana Pregnancy and Parenting Support				National Division				Supporting Services	
	Pennsylvania Pregnancy and Parenting Support Service				Michigan Pregnancy and Parenting Support Service Program				Service Program				Supporting Services	
	DHS Administrative	DHS Project	DHS Fund-raising	Total DHS	MDCH Administrative	MDCH Project	MDCH Total	ISDH Administrative	ISDH Project	ISDH Total	Other State Programs	Prevention Programs	Support Management and General	Fundraising
Salaries, wages, and benefits	\$ 234,276	\$ 230,824	\$ -	\$ 465,100	\$ 29,104	\$ 32,607	\$ 61,711	\$ 57,653	\$ 36,529	\$ 94,182	\$ 27,047	\$ 25,715	\$ 42,388	\$ 888
Salaries and wages	4,159	3,646	-	7,805	650	570	1,220	960	841	1,801	286	50	413	-
Unused sick leave paid	17,448	18,395	-	35,843	1,515	2,347	3,862	2,942	2,380	5,322	1,228	1,984	2,037	53
Payroll taxes	57,624	33,097	-	90,721	7,119	4,074	11,193	10,115	5,762	15,877	4,252	2,409	5,887	213
Health and group life insurance	1,229	1,006	-	2,235	125	103	228	178	145	323	49	192	77	6
Workers' compensation	314,736	286,968	-	601,704	38,513	39,701	78,214	71,848	45,657	117,505	32,862	30,360	50,802	1,160
Total salaries, wages, and benefits														
Professional development	3,376	-	-	3,376	912	-	912	1,303	-	1,303	-	46	558	-
Consulting	19,690	13,358	-	33,048	1,235	2,853	4,088	2,398	4,875	7,273	-	101	582	-
Postage/shipping	8,474	-	-	8,474	1,231	-	1,231	940	-	940	-	523	34	247
Auditing	15,829	-	3	15,832	1,614	-	1,614	2,305	-	2,305	342	1,326	543	38
Travel/lodging	231	4,927	-	5,158	4	1,288	1,292	4	911	915	662	365	1,061	-
Office rent	48,095	-	10	48,105	4,974	-	4,974	7,164	-	7,164	1,050	4,190	1,667	137
Telephone/fax	9,667	-	2	9,669	1,242	-	1,242	1,800	-	1,800	549	771	653	29
Property/liability insurance	2,249	-	1	2,250	230	-	230	325	-	325	49	193	78	6
Directors/officers liability insurance	5,482	-	1	5,483	560	-	560	792	-	792	120	471	190	14
Office supplies	21,283	-	9	21,292	1,575	-	1,575	5,032	-	5,032	1,019	479	1,744	-
Service contracts	2,495	-	1	2,496	248	-	248	359	-	359	52	197	82	5
Information/training	-	99,312	-	99,312	-	70,362	70,362	-	87,455	87,456	-	600	-	257,730
Advertising	-	557,562	-	557,562	-	167,819	167,819	-	404,310	404,310	361	9,854	2,714	-
Meetings/seminars	-	9,084	-	9,084	-	-	-	-	-	-	-	-	7,533	-
Client services-counseling	-	5,202,336	-	5,202,336	-	337,489	337,489	-	1,357,014	1,357,014	-	-	-	6,896,839
Toll-free referral system	-	4,373	1	4,374	-	372	372	-	608	608	72	287	114	10
Pregnancy test kits	-	32,634	-	32,634	-	2,987	2,987	-	2,006	2,006	-	-	-	37,627
403b contribution	9,345	6,912	-	16,257	760	798	1,558	1,701	739	2,440	-	-	6,753	-
Fundraising	-	-	42	42	-	-	-	-	-	-	-	-	-	42
Prior year service provider reimbursements returned to DHS	-	(4,612)	-	(4,612)	-	-	-	-	(235)	(235)	-	-	-	(4,847)
Salvage value of assets disposed of	7,676	-	-	7,676	-	-	-	-	-	-	-	-	-	7,676
Total expenses before depreciation	468,628	6,212,854	70	6,691,552	53,098	623,669	676,767	95,971	1,903,341	1,999,312	37,138	49,763	75,108	1,646
Depreciation and amortization expense	15,553	-	-	15,553	203	3,570	3,773	203	4,824	5,027	-	-	2,984	-
Total functional expenses	\$ 484,181	\$ 6,212,854	\$ 70	\$ 6,697,105	\$ 53,301	\$ 627,239	\$ 680,540	\$ 96,174	\$ 1,908,165	\$ 2,004,339	\$ 37,138	\$ 49,763	\$ 78,092	\$ 1,646
														\$ 9,548,623

The accompanying notes are an integral part of these financial statements.

**REAL ALTERNATIVES**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED JUNE 30, 2017 AND 2016**

	<u>2017</u>	<u>2016</u>
Cash flows from operating activities		
Change in net assets	\$ (140,192)	\$ 65,061
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities		
Depreciation and amortization	20,875	27,337
Loss on disposal of assets	111	7,676
(Increase) decrease in		
Accounts receivable	(51,340)	(49,619)
Accounts receivable - service provider advances	-	33,500
Prepaid expenses and other receivables	(10,096)	(4,057)
Inventories	13,777	8,012
Increase (decrease) in		
Accounts payable	(658,081)	(135,459)
Accrued expenses	1,216	(605)
Refundable advance - DHS grant	274,573	590,603
Net cash provided by (used in) operating activities	<u>(549,157)</u>	<u>542,449</u>
Cash flows from investing activities		
Purchase of equipment, furniture and fixtures	<u>-</u>	<u>(7,123)</u>
Net cash used in investing activities	<u>-</u>	<u>(7,123)</u>
Cash flows from financing activities		
Net change in line of credit	<u>(29,080)</u>	<u>6,930</u>
Net cash provided by (used in) financing activities	<u>(29,080)</u>	<u>6,930</u>
Increase (decrease) in cash	(578,237)	542,256
Cash and cash equivalents - beginning	<u>2,243,438</u>	<u>1,701,182</u>
Cash and cash equivalents - ending	<u>\$ 1,665,201</u>	<u>\$ 2,243,438</u>

The accompanying notes are an integral  
part of these financial statements.

## REAL ALTERNATIVES

### NOTES TO FINANCIAL STATEMENTS

#### 1. NATURE OF ACTIVITIES

Real Alternatives (the Organization) exists to provide life-affirming alternatives to abortion services throughout the nation. These compassionate support services empower women to protect their reproductive health, avoid crisis pregnancies, choose childbirth rather than abortion, receive adoption education, and improve parenting skills.

In the Pennsylvania Program, the Organization acts as the statewide administrator for the PA Alternative to Abortion Program (PATA) (also known as Pennsylvania Pregnancy and Parenting Support Service Program), funded by the Commonwealth of Pennsylvania Department of Human Services (DHS) to provide alternatives to abortion services to eligible clients to empower women to be able to choose childbirth over abortion. Under the contract, the Organization receives reimbursements on a quarterly basis for expenses incurred in carrying out the provisions of the contract. The Organization receives funding from the U.S. Department of Health and Human Services (HHS) through its Temporary Assistance for Needy Families (TANF) program. The money is passed through from HHS to DHS and then, the Organization, as a subrecipient, receives the money.

The Organization entered into a contract with the State of Michigan to administer an alternatives to abortion program funded in the amount of \$700,000 through the Michigan Department of Community Health (MDCH) (now the Michigan Department of Health and Human Services – MDHHS) in the central and southern part of the state, and it is known as the “Michigan Pregnancy and Parenting Support Services Program.” The contract, effective October 1, 2013, was extended to September 30, 2017, by the state of Michigan and had been increased by an additional \$1,250,000. A new contract was entered into that runs from October 1, 2017 through September 30, 2018 in the amount of \$650,000. The program is very similar to the Pennsylvania program, and although originally funded with state funds, is now funded fully with TANF money. Under the contract, the Organization receives reimbursements on a monthly basis for expenses incurred in carrying out the provisions of the contract. The Organization receives funding through MDHHS from HHS through its TANF program. The money is passed through from HHS to MDHHS and then, the Organization, as a subrecipient, receives the money. Start-up expenses were incurred by the Organization after the contract was signed on December 13, 2013. The first Service Provider Services Rendered Form was submitted in mid-June 2014.

The Organization also entered into a contract with the State of Indiana to administer an alternatives to abortion program funded at \$1,000,000 through the Indiana State Department of Health (ISDH) in the northern part of the state, and it is known as the “Indiana Pregnancy and Parenting Support Services Program.” The contract was effective October 1, 2014, and it was renewed at the end of the first year in the amount of \$3,500,000 to continue through September 30, 2016. From October 1, 2016 through September 30, 2018, the contracts are in the amount of \$2,250,000 each year. The program is very similar to the Pennsylvania and Michigan programs; however, it is funded fully with TANF money and no state funds. Under the contract, the Organization receives reimbursements on a monthly basis for expenses incurred in carrying out the provisions of the contract. The Organization receives funding through ISDH from HHS through its TANF program. The money is passed through from HHS to the Indiana Family and Social Services Administration (FSSA), then to ISDH and then, the Organization, as a subrecipient, receives the money.

(continued)

## REAL ALTERNATIVES

### NOTES TO FINANCIAL STATEMENTS

Real Alternatives continues to consult with other states interested in starting government funded alternatives to abortion programs in their state.

In addition, Real Alternatives continued to publish and advertise the Concerned Parents Report website, [www.concernedparents.com](http://www.concernedparents.com). Concerned Parents Report is a national internet publication of the Organization dedicated to reporting information and imparting knowledge to parents so that they can empower their children to make the healthiest choice for their reproductive health – living a chaste lifestyle. During fiscal year 2016/2017, 70,480 individuals throughout the world viewed health information and studies on 141,229 web pages.

In fiscal year 2016/2017, Real Alternatives continued to publish updated health information on its LoveFacts website. The organization promotes chastity, through the LoveFacts website, as the best way to prevent sexually transmitted diseases and unexpected pregnancies. The organization educates high school and college students about the importance of living a chaste lifestyle at many national conferences.

Real Alternatives sponsored the Love and Fidelity Network Annual Conference, “Sexuality, Integrity and the University” at Princeton University. This event was attended by over 300 students representing 50 colleges from around the country who received information on the LoveFacts website. Students for Life of America and the Cardinal O'Connor Conference on Life were held on the same day this year and Real Alternatives sponsored both conferences. The Organization had a physical presence at the Cardinal O'Connor Conference on Life at Georgetown University. It is the largest student run pro-life conference in the country with nearly 700 students attending this event. Real Alternatives provided sponsorship to Students for Life of America at their annual East and West Coast Conferences with program advertisements and conference bags inserts providing information on LoveFacts.org. The East Coast Conference had about 2000 attend and the West Coast Conference had nearly 800 attending.

For the LoveFacts.org website overall, in 2016/2017, 4,395 individuals viewed the health information and studies on 16,570 web pages.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### *Basis of Accounting*

The accompanying financial statements have been prepared on the accrual basis of accounting.

### *Basis of Presentation*

The Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. Accordingly, net assets of Real Alternatives and changes therein are classified and reported as follows:

*Unrestricted net assets* are not restricted by donors, or the donor-imposed restrictions have expired.

(continued)

## REAL ALTERNATIVES

### NOTES TO FINANCIAL STATEMENTS

*Temporarily restricted net assets* contain donor-imposed restrictions that permit the Organization to use or expend the assets as specified. The restrictions are satisfied either by the passage of time or by actions of the Organization.

*Permanently restricted net assets* consist of property contributed which contain donor-imposed restrictions that stipulate the resources be maintained permanently but permit the Organization to use, or expend part or all of the income derived from, the donated assets for specified purposes.

#### *Revenue and Support Recognition*

The Organization recognizes contract revenues in the statements of activities to the extent that expenses have been incurred for the purpose specified by the granting agency during the period. In applying this concept, the legal and contractual requirements of the grant are used as guidance.

Contributions received by the Organization are recorded as unrestricted, temporarily restricted, or permanently restricted support. This requirement is dependent on the existence and/or nature of any donor restrictions. All other donor-restricted support is reported as an increase in temporarily restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions.

#### *Cash Equivalents*

Real Alternatives considers all unrestricted, highly liquid deposits to be cash equivalents.

#### *Accounts Receivable*

No allowances for uncollectible accounts receivable are deemed necessary as of June 30, 2017 and 2016.

#### *Inventories*

Inventories are stated at the lower of cost or market.

#### *Equipment, Furniture, and Fixtures*

Purchases of equipment, furniture, and fixtures having a unit cost of \$600 or more are capitalized at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets ranging from three to five years.

(continued)

## REAL ALTERNATIVES

### NOTES TO FINANCIAL STATEMENTS

Upon cancellation or termination of the PA Alternatives to Abortion contracts, disposition of personal property with a remaining useful life that was purchased with DHS funds is subject to certain contract provisions. Specifically, those provisions permit the Organization, with approval from DHS, to transfer such property to another contractor designated by DHS or to reimburse DHS for the remaining life of the property, as determined by DHS, if the Organization wishes to retain or sell such property. Net property purchased and capitalized with DHS funds amounted to \$20,898 and \$32,221 as of June 30, 2017 and 2016.

The state of Michigan reserves the right to retain or transfer title to all items of equipment having a unit acquisition cost of \$5,000 or more to the extent that Michigan's proportionate interest in such equipment supports such retention or transfer of title. Net property purchased and capitalized with Michigan funds amounted to \$1,597 and \$3,885 as of June 30, 2017 and 2016.

Equipment purchased to support the contract with Indiana was done in accordance with TANF regulations per OMB Circular A-110. Net property purchased and capitalized with Indiana funds amounted to \$3,312 and \$8,341 as of June 30, 2017 and 2016.

#### *Expense Allocation*

The costs of providing various programs and other activities have been summarized on a functional basis in the statements of activities and in the statements of functional expenses. The costs related to the contracts have been summarized according to budget categories established by the state agencies.

#### *Income Taxes*

The Organization's operations are exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code.

The Organization adheres to the provisions of Financial Accounting Standards Board (FASB) Codification 740, *Income Taxes* (ASC 740). ASC 740 establishes rules for recognizing and measuring tax positions taken in an income tax return, including disclosures of uncertain tax positions (UTPs). ASC 740 mandates that organizations evaluate all material income tax positions for periods that remain open under applicable statutes of limitation, as well as positions expected to be taken in future returns. The UTP rules then impose a recognition threshold on each tax position. A company can recognize an income tax benefit only if the position has a "more likely than not" (i.e., more than 50 percent) chance to being sustained on the technical merits. For the years ended June 30, 2017 and 2016, the Organization has taken no material tax positions on their applicable tax filings that do not meet the more likely than not threshold. As a result, no amount for UTPs has been included in the financial statements. The Organization believes it is no longer subject to income tax examinations for the fiscal years prior to the year ended June 30, 2014.

(continued)

## REAL ALTERNATIVES

### NOTES TO FINANCIAL STATEMENTS

#### *Advertising Costs*

The Organization follows the policy of charging the costs of communicating advertising to expense at the time the advertising takes place. Production advertising costs, when applicable, are charged to expense the first time the advertising takes place. Advertising expense for the PA program was \$518,118 and \$557,562 for the years ended June 30, 2017 and 2016. Expense for the Michigan program was \$45,346 and \$167,819 for the years ended June 30, 2017 and 2016. Expense for the Indiana program was \$129,710 and \$404,310 for the years ended June 30, 2017 and 2016.

#### *Service Provider Adjustments*

In the normal course of operations, adjustments may be made to current or prior year amounts paid to service providers. These adjustments, which may be material, are the results of the application of monitoring procedures, audit procedures, government agency audits, or the results of the final close out procedures for any given contract year. For prior year periods, these adjustments may result in amounts to be returned to the program office of the state agencies. The effects of current year service provider adjustments, prior period service provider adjustments, and any amounts returned to DHS, MDHHS, or ISDH are reflected in the statements of activities when determined.

#### *Estimates*

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### *Recently Issued Accounting Pronouncements*

In August 2016, the FASB issued Accounting Standard Update (ASU) 2016-14, *Presentation of Financial Statement of Not-for-Profit Entities (Topic 958)*. The amendments in this ASU include two classes of net asset classifications, options for presenting cash flow from operations, and many additional disclosure requirements. The changes are effective for the Organization on July 1, 2018. Management has not determined the impact of these changes on the Organization's financial statements.

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*. This pronouncement, and related subsequent pronouncements, requires an entity to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The changes become effective for the Organization on July 1, 2019. Management has not yet determined the impact of these changes on the Organization's financial statements.

(continued)



## REAL ALTERNATIVES

### NOTES TO FINANCIAL STATEMENTS

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. The changes associated with this ASU include the requirement for lessees to recognize the underlying assets and liabilities associated with all operating leases with terms greater than 12 months. The changes become effective for the Organization on July 1, 2020. Management has not determined the impact of these changes on the Organization's financial statements.

#### *Subsequent Events*

Management evaluated subsequent events through March 27, 2018, the date the financial statements were available to be issued.

### 3. EQUIPMENT, FURNITURE, AND FIXTURES

Equipment, furniture, and fixtures consist of the following at June 30, 2017 and 2016:

	2017	2016
Equipment	\$ 137,798	\$ 138,619
Furniture and fixtures	29,768	30,055
Software	58,687	58,687
	226,253	227,361
Less accumulated depreciation and amortization	(195,380)	(175,502)
Net book value	\$ 30,873	\$ 51,859

Depreciation and amortization expense for the years ended June 30, 2017 and 2016, totaled \$20,875 and \$27,337.

### 4. LEASE

The Organization currently leases 5,600 square feet of office space under a lease that expired June 30, 2017, but renewed through June 30, 2018. Future lease renewals are dependent on funding from the Commonwealth of Pennsylvania. Future minimum payments required under the lease are \$61,476 for the year ended June 30, 2018. Total rent expense was \$66,458 and \$66,432 for the years ended June 30, 2017 and 2016.

(continued)

## REAL ALTERNATIVES

### NOTES TO FINANCIAL STATEMENTS

#### 5. CONCENTRATION OF RISK

##### *Cash*

The Organization maintains its cash in bank accounts held by high credit quality institutions. Deposits at these institutions are insured by the Federal Deposit Insurance Corporation up to \$250,000. The balance of the cash was not insured or collateralized in the Organization's name, but was collateralized in accordance with Commonwealth of Pennsylvania Act 72 which requires the credit institution to pool collateral for all deposits and have the collateral held by an approved custodian in the institution's name.

##### *Contract Revenue*

The Organization receives a substantial amount of its support from DHS. A significant reduction in the level of this support, if it were to occur, would have a significant effect on the Organization's program and activities. Grant support from the DHS amounted to \$7,263,000 for the years ended June 30, 2017 and 2016, respectively. During those years, of the total amount, \$1,000,000 each year was from the Health and Human Services TANF block grant to the Commonwealth of Pennsylvania.

For the year ended June 30, 2017, the money received was for the fifth year of a five year grant agreement with The Department of Human Services totaling \$33,808,000. The term of the grant is for July 1, 2012, through June 30, 2017, with two additional optional one-year renewal periods. However, DHS did not renew the grant agreement, but instead chose to extend it for three (3) months through September 30, 2017, while a new grant agreement was being negotiated. The Organization and DHS then entered into a new grant agreement with a term from October 1, 2017 through June 30, 2019, with three additional optional one-year renewal periods, totaling \$13,087,370.

Additional grant support from the MDHHS amounted to \$400,000 for the period ending September 30, 2017 of state funds, along with the \$1,550,000 for the period ending December 31, 2016. The Organization entered into a new contract with MDHHS with a term from October 1, 2017 through September 30, 2018 totaling \$650,000.

Grant support from the ISDH amounted to \$2,250,000 of TANF funds for the year ending September 30, 2017. The Organization entered into a new contract with ISDH with a term from October 1, 2017 through September 30, 2018 totaling \$2,250,000.

#### 6. AUDIT

The grants received by the Organization are subject to audit and verification by grantor agencies, principally DHS, MDCH and IDH. Any disallowed costs, including costs for which the Organization has already received payment, may result in a liability of the applicable funds. As of the date of this report, management is unaware of any material adjustments that would be required as a result of such an audit.

(continued)

## **REAL ALTERNATIVES**

### **NOTES TO FINANCIAL STATEMENTS**

The Organization was audited by the Pennsylvania Department of Human Services, Bureau of Financial Operations (BFO). The audit covered the period from July 1, 2012, to June 30, 2015. All issues raised in the BFO audit have been resolved between DHS and Real Alternatives, resulting in no financial impact to Real Alternatives. No material adjustments are required as a result of the BFO audit.

#### **7. LINE OF CREDIT**

Real Alternatives has engaged FNB (formerly Metro Bank) as the organization's main depository. A line of credit with FNB (formerly Metro Bank) was obtained on April 10, 2014, using the funds received under the Commonwealth of Pennsylvania Department of Human Services Grant #4100060934 as security for the line of credit. As of June 30, 2017 and 2016, there was a balance of zero and \$29,080 on the \$350,000 line of credit. The Organization recently secured an additional \$150,000 on the PA line of credit to bring the total to \$500,000. Interest on the line of credit is 4%, per annum. The line of credit is reviewed annually for renewals and extensions. In December of 2017, the Organization also secured separate lines of credit using the agreements between the Organization and Michigan and Indiana as security. Each line of credit was for \$100,000.

#### **8. EMPLOYEE BENEFITS**

Real Alternatives sponsors a 403(b) retirement savings plan to which all eligible employees of the Organization may contribute up to the maximum allowed by law. The Organization matches these contributions dollar for dollar up to 4% of the employee's salary contributed to the plan. The Organization's contribution was \$28,105 and \$27,008 for the years ended June 30, 2017 and 2016.

## **SUPPLEMENTARY INFORMATION**

# REAL ALTERNATIVES

## PENNSYLVANIA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM DHS CONTRACT NO. 4100060934

### INVOICED REVENUE AND EXPENDITURES

YEAR ENDED JUNE 30, 2017

	State Actual	State Budget	State Over (Under)	TANF Actual	TANF Budget	TANF Over (Under)	Total Actual	Total Budget	Total Over (Under)
<b>Administrative</b>									
Personnel	\$ 89,617	\$ 129,347	\$ (39,730)	\$ 14,307	\$ 20,653	\$ (6,346)	\$ 103,924	\$ 150,000	\$ (46,076)
President & CEO	62,427	86,232	(23,805)	9,968	13,768	(3,800)	72,395	100,000	(27,605)
Vice President of Administration	22,629	34,493	(11,864)	3,614	5,507	(1,893)	26,243	40,000	(13,757)
Accountant	12,762	21,558	(8,796)	2,038	3,442	(1,404)	14,800	25,000	(10,200)
Bookkeeper									
Overtime	1,107	3,449	(2,342)	177	551	(374)	1,284	4,000	(2,716)
Unused sick	13,124	21,558	(8,434)	2,095	3,442	(1,347)	15,219	25,000	(9,781)
Payroll taxes	937	1,725	(788)	150	275	(125)	1,087	2,000	(913)
Workers' compensation insurance	40,225	64,674	(24,449)	6,424	10,326	(3,902)	46,649	75,000	(28,351)
Employee group insurance	8	862	(854)	1	138	(137)	9	1,000	(991)
Job advertising		431	(431)		69	(69)		500	(500)
Employee screening	8,214	12,935	(4,721)	1,312	2,065	(753)	9,526	15,000	(5,474)
Pension contribution	2,615	5,173	(2,558)	416	827	(411)	3,031	6,000	(2,969)
Professional development and training									
<b>Total personnel</b>	<b>253,665</b>	<b>382,437</b>	<b>(128,772)</b>	<b>40,502</b>	<b>61,063</b>	<b>(20,561)</b>	<b>294,167</b>	<b>443,500</b>	<b>(149,333)</b>
<b>Operating expenses</b>									
Consulting	13,196	30,181	(16,985)	2,107	4,819	(2,712)	15,303	35,000	(19,697)
Postage/shipping	4,130	11,210	(7,080)	660	1,790	(1,130)	4,790	13,000	(8,210)
Auditing	12,576	22,420	(9,844)	2,008	3,580	(1,572)	14,584	26,000	(11,416)
Travel/lodging	73	862	(789)	12	138	(126)	85	1,000	(915)
Rent	36,792	56,051	(19,259)	5,875	8,949	(3,074)	42,667	65,000	(22,333)
Telephone service	6,035	12,935	(6,900)	964	2,065	(1,101)	6,999	15,000	(8,001)
General business liability insurance	1,703	1,725	(22)	272	275	(3)	1,975	2,000	(25)
Directors/owners liability insurance	4,252	4,312	(60)	679	688	(9)	4,931	5,000	(69)
Office expense	8,471	69,961	(61,490)	1,352	11,839	(10,487)	9,823	81,800	(71,977)
Computer upgrades		25,869	(25,869)		4,131	(4,131)		30,000	(30,000)
Resources Development		5,000	(5,000)					5,000	(5,000)
<b>Total operating expenses</b>	<b>87,228</b>	<b>240,526</b>	<b>(153,298)</b>	<b>13,929</b>	<b>38,274</b>	<b>(24,345)</b>	<b>101,157</b>	<b>278,800</b>	<b>(177,643)</b>
<b>Equipment</b>									
Equipment service contracts	2,345	3,337	(992)	375	663	(288)	2,720	4,000	(1,280)
<b>Total administrative expenditures</b>	<b>343,238</b>	<b>626,300</b>	<b>(283,062)</b>	<b>54,806</b>	<b>106,000</b>	<b>(45,194)</b>	<b>398,044</b>	<b>726,300</b>	<b>(328,256)</b>

(continued)

# REAL ALTERNATIVES

## PENNSYLVANIA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM DHS CONTRACT NO. 4100060934

### INVOICED REVENUE AND EXPENDITURES (Cont'd)

YEAR ENDED JUNE 30, 2017

	State Actual	State Budget	State Over (Under)	TANF Actual	TANF Budget	TANF Over (Under)	Total Actual	Total Budget	Total Over (Under)
<b>Services</b>									
<b>Personnel</b>									
Vice President of Operations	109,018	120,724	(11,706)	17,410	19,276	(1,866)	126,428	140,000	(13,572)
Contract Compliance Services	9,948	12,935	(2,987)	1,588	2,065	(477)	11,536	15,000	(3,464)
Services Coordinator	36,986	43,978	(6,992)	5,906	7,022	(1,116)	42,892	51,000	(8,108)
Billing Coordinator	6,457	10,348	(3,891)	1,031	1,652	(621)	7,488	12,000	(4,512)
Outreach Coordinator	6,651	10,348	(3,697)	1,063	1,652	(589)	7,714	12,000	(4,286)
Special Projects Coordinator	6,839	8,623	(1,784)	1,092	1,377	(285)	7,931	10,000	(2,069)
Services Assistant	2,432	4,312	(1,880)	388	688	(300)	2,820	5,000	(2,180)
LifeAid Hotline Counselors	3,319	18,109	(14,790)	530	2,891	(2,361)	3,849	21,000	(17,151)
Overtime	412	2,156	(1,744)	66	344	(278)	478	2,500	(2,022)
Unused sick	13,124	23,283	(10,159)	2,095	3,717	(1,622)	15,219	27,000	(11,781)
Payroll taxes	767	1,725	(958)	122	275	(153)	889	2,000	(1,111)
Workers' compensation insurance	18,225	38,804	(20,579)	2,910	6,196	(3,286)	21,135	45,000	(23,865)
Employee group insurance	572	862	(290)	91	138	(47)	663	1,000	(337)
Job Advertising	-	431	(431)	-	69	(69)	-	500	(500)
Employee screening	5,797	6,467	(670)	926	1,033	(107)	6,723	7,500	(777)
Pension contribution	83	1,724	(1,641)	14	276	(262)	97	2,000	(1,903)
Professional development									
<b>Total personnel</b>	<b>220,630</b>	<b>304,829</b>	<b>(84,199)</b>	<b>35,232</b>	<b>48,671</b>	<b>(13,439)</b>	<b>255,862</b>	<b>353,500</b>	<b>(97,638)</b>
<b>Operating</b>									
Information and training materials	6,864	8,623	(1,759)	1,096	1,377	(281)	7,960	10,000	(2,040)
Services advertising	429,922	431,158	(1,236)	68,654	68,842	(188)	498,576	500,000	(1,424)
Travel	6,675	8,623	(1,948)	1,066	1,377	(311)	7,741	10,000	(2,259)
Services database consulting and development	6,273	21,558	(15,285)	1,002	3,442	(2,440)	7,275	25,000	(17,725)
Meetings/seminars	7,318	8,623	(1,305)	1,169	1,377	(208)	8,487	10,000	(1,513)
Minor equipment reimbursement	-	431	(431)	69	69	(69)	-	500	(500)
Counseling reimbursement	4,389,095	4,673,924	(284,829)	790,027	746,276	43,751	5,179,122	5,420,200	(241,078)
Hotline referral system	2,913	6,467	(3,554)	465	1,033	(568)	3,378	7,500	(4,122)
Contract close out costs	-	129,348	(129,348)	-	20,652	(20,652)	-	150,000	(150,000)
<b>Total operating</b>	<b>4,849,060</b>	<b>5,288,755</b>	<b>(439,695)</b>	<b>863,479</b>	<b>844,445</b>	<b>19,034</b>	<b>5,712,539</b>	<b>6,133,200</b>	<b>(420,661)</b>
<b>Equipment</b>									
Pregnancy test kits	27,652	43,116	(15,464)	3,727	6,884	(3,157)	31,379	50,000	(18,621)
<b>Total services expenditures</b>	<b>5,097,342</b>	<b>5,636,700</b>	<b>(539,358)</b>	<b>902,438</b>	<b>900,000</b>	<b>2,438</b>	<b>5,999,780</b>	<b>6,536,700</b>	<b>(536,920)</b>
<b>Total administrative and services expenditures</b>	<b>\$ 5,440,580</b>	<b>\$ 6,263,000</b>	<b>\$ (822,420)</b>	<b>\$ 957,244</b>	<b>\$ 1,000,000</b>	<b>\$ (42,756)</b>	<b>\$ 6,397,824</b>	<b>\$ 7,263,000</b>	<b>\$ (865,176)</b>

\* See unused contract revenue returned to DHS (#5) of the reconciliation of cash received by Pennsylvania Pregnancy & Parenting Support Services Program to Statement of Functional Expense (page 20).

## REAL ALTERNATIVES

### RECONCILIATION OF CASH RECEIVED BY PENNSYLVANIA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM TO STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED JUNE 30, 2017

Cash received from PA Dept. of Human Services (DHS) by the Pennsylvania Pregnancy & Parenting Support Services Program Contract No. 4100060934	\$ 7,263,000
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Adjustments due to financial records being kept according to accounting  
principles generally accepted in the United States of America  
(GAAP) per contract with DHS, Contract No. 4100060934

1. Expenses classified as assets and liabilities not accounted for as functional expenses under GAAP	19,046
2. Depreciation expense	11,234
3. Salvage value of assets disposed of	III
4. Service provider funds from prior years returned to DHS	43,070
5. Unused contract revenue to be returned to DHS	<u>(865,176)</u>

Total functional expenses for Program Services -

Pennsylvania Pregnancy & Parenting Support Services Program, in accordance with GAAP	<u>\$ 6,471,285</u>
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The administrative cost ratio for the period July 1, 2016 to June 30, 2017 is 6.22%.

# REAL ALTERNATIVES

PENNSYLVANIA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM  
DHS CONTRACT NO. 4100060934

## STATEMENT OF PROGRAM GENERATED INCOME AND INTEREST EARNED

YEAR ENDED JUNE 30, 2017

	<u>Additional Cash Earned Available for Program Use</u>	<u>Total Expended for Counseling Reimbursement</u>	<u>Unused Balance</u>
Interest earned	\$ 4,189	\$ -	\$ 4,189
Other funds - contributions	-	-	-
	<u>\$ 4,189</u>	<u>\$ -</u>	<u>\$ 4,189</u>



# REAL ALTERNATIVES

## MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM MDCH CONTRACT NO. 20142043

### INVOICED REVENUE AND EXPENDITURES

	October 1, 2013 to June 30, 2017				July 1, 2016 to June 30, 2017				JULY 1, 2015 to JUNE 30, 2016		JULY 1, 2014 to JUNE 30, 2015		OCTOBER 1, 2013 to JUNE 30, 2014	
	TANF		State		TANF		State		State		State		State	
	Actual	Total	Budget	Actual	Budget	Actual	Budget	Actual	Actual	Actual	Actual	Actual	Actual	Actual
Administrative														
Personnel														
President & CEO	65,000	69,418	56,413	12,596	69,009	409	15,166	4,418	19,584	20,328	12,175	17,330		
VP - Administration	22,251	25,758	18,289	3,959	22,248	3,510	8,156	3,507	11,663	7,137	5,366	1,592		
Assistant Director of Finance	1,777	1,777	1,777	-	1,777	-	-	-	-	-	37	1,740		
Accountant	5,908	6,845	5,372	1,163	6,535	310	2,105	937	3,042	1,314	1,123	1,366		
Bookkeeper	3,054	3,559	3,831	829	4,660	(1,101)	1,068	505	1,573	974	908	104		
Professional Development	1,383	1,460	1,412	306	1,718	(258)	442	77	519	730	210	-		
Accrued Vacation & Sick	-	-	-	-	-	-	-	-	-	-	-	-	-	
Payroll Taxes	5,297	5,883	5,583	1,208	6,791	(908)	1,250	586	1,836	1,514	1,125	1,408		
Workers Compensation Insurance	429	465	433	94	527	(62)	130	36	166	125	95	79		
Pension	2,546	2,776	2,883	624	3,507	(731)	712	230	942	760	507	567		
Employee Group Insurance	21,844	23,507	21,000	4,545	25,545	(2,038)	5,285	1,663	6,948	7,120	5,742	3,698		
Job Advertising	58	72	1,000	217	1,217	(1,145)	58	14	72	-	-	-		
New Employee Screening	-	-	500	108	608	(608)	-	-	-	-	-	-		
Total Personnel	129,547	141,520	118,493	25,649	144,142	(3,622)	34,372	11,973	46,345	40,002	27,288	27,884		
Operating Expenses														
Consulting	4,605	5,522	5,205	1,127	6,332	(810)	1,329	917	2,246	1,071	472	1,733		
Legal	165	165	1,000	216	1,216	(1,051)	-	-	-	164	-	-		
Postage/Shipping	3,304	3,355	3,105	672	3,777	(422)	1,502	51	1,553	1,231	451	119		
Auditing	5,248	5,767	5,199	1,125	6,324	(557)	1,668	519	2,187	1,614	1,119	848		
Travel/Lodging	310	310	813	176	989	(679)	(2)	-	(2)	4	-	309		
Rent	16,000	17,383	18,071	3,912	21,983	(4,600)	5,160	1,583	6,543	4,974	3,397	2,470		
Telephone Service	3,388	3,657	2,746	594	3,340	317	893	269	1,162	1,243	748	504		
General Business Liability Insurance	741	806	884	191	1,075	(269)	237	65	302	230	163	109		
Insurance-Directors & Officers	1,830	1,991	1,944	421	2,365	(374)	592	161	753	559	395	284		
Office Expense	6,015	6,346	13,105	5,756	18,841	(12,495)	1,087	331	1,418	1,666	2,267	995		
Computer Resources	11,899	11,899	13,399	-	13,399	(1,500)	-	-	-	-	-	11,899		
Total Operating	53,505	57,201	65,471	14,170	79,641	(22,440)	12,466	3,696	16,162	12,756	9,014	19,270		
Equipment														
Equipment Service Contracts	827	892	834	181	1,015	(123)	339	65	404	248	144	95		
Total administrative expenditures	183,879	199,613	184,798	40,000	224,798	(23,185)	47,177	15,734	62,911	53,006	36,446	47,249		
Michigan YTD Jun-2017 Administrative Expenses per June 2017 FSR submitted on 7/26/2017	183,879	199,613	184,798	40,000	224,798	(23,185)								

(continued)

# REAL ALTERNATIVES

## MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM MDCH CONTRACT NO. 20142043

### INVOICED REVENUE AND EXPENDITURES (Cont'd)

	October 1, 2013 to June 30, 2017				July 1, 2016 to				JULY 1, 2015		JULY 1, 2014		OCTOBER 1, 2013	
	JAN/F		TAN/F		JAN/F		TAN/F		State		State		State	
	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	State	Actual	State	Actual	State
<b>Services</b>														
Personnel														
Vice President	55,909	58,568	2,659	12,405	14,939	59,446	(878)		15,947	11,749		13,273		
Services Coordinator	10,251	11,671	1,420	4,663	3,326	11,600	71		4,176	2,750		-		
Services Assistance	5,790	6,305	515	4,876	2,971	6,239	66		2,572	247		2,511		
Service Provider Approval	5,866	5,895	29	0	14	10,749	(4,554)		2,312	1,028		104		
Billing Coordinator	6,500	8,001	1,501	0	1,292	7,697	304		2,497	2,607		-		
Service Provider Monitoring	9,231	9,370	139	0	2,798	9,431	(61)		5,224	1,210		183		
Toll Free Counselor	1,231	1,339	108	1,553	321	1,963	(624)		449	278		-		
Accrued Vacation & Sick	0	0	0	0	1,432	8,217	(1,275)		2,347	1,570		1,192		
Payroll Taxes	6,542	6,942	400	1,715	106	427	(49)		103	76		365		
Workers Compensation Insurance	348	378	30	89	636	3,120	(775)		798	397		2,871		
Pension	2,197	2,345	148	651	2,541	16,710	(3,214)		4,073	3,327		-		
Employee Group Insurance	12,813	13,496	683	3,487	30,376	135,599	(11,289)		40,500	25,239		20,562		
<b>Total Personnel</b>	<b>116,678</b>	<b>124,310</b>	<b>7,632</b>	<b>28,296</b>	<b>30,376</b>	<b>135,599</b>	<b>(11,289)</b>		<b>40,500</b>	<b>25,239</b>		<b>20,562</b>		
<b>Operating</b>														
Client Education Materials	80,154	81,460	1,306	15,000	3,247	121,642	(40,182)		70,362	6,545		-		
Services Advertising	216,818	248,052	31,234	34,723	14,112	268,791	(20,739)		167,819	34,888		-		
Meetings/Seminars	2,513	2,513	0	1,318	2,513	6,318	(3,805)		-	-		1,788		
Travel	5,246	5,371	125	2,131	2,164	10,213	(4,842)		1,288	6		6,885		
Server Database Consulting & Dev	16,902	17,157	255	6,382	1,509	30,588	(13,428)		2,853	5,655		3,085		
Client Services	921,135	1,054,629	133,494	270,630	349,319	1,144,770	(90,141)		337,489	231,242		168		
Toll Free Referral System	1,149	1,264	115	278	377	1,331	(67)		372	252		-		
Contract Closeout Cost	-	-	-	-	-	-	-		-	-		-		
<b>Total Operating</b>	<b>1,243,917</b>	<b>1,410,446</b>	<b>166,529</b>	<b>350,462</b>	<b>373,241</b>	<b>1,583,650</b>	<b>(173,204)</b>		<b>580,183</b>	<b>278,568</b>		<b>11,926</b>		
<b>Equipment</b>														
Pregnancy Test Kits	5,526	6,322	796	1,242	1,864	5,953	369		2,987	665		11		
<b>Total services expenses</b>	<b>1,366,121</b>	<b>1,541,078</b>	<b>174,957</b>	<b>360,000</b>	<b>405,481</b>	<b>1,725,202</b>	<b>(184,124)</b>		<b>623,670</b>	<b>304,472</b>		<b>32,499</b>		
<b>Total administrative and services expenditures</b>	<b>\$ 1,550,000</b>	<b>\$ 1,740,691</b>	<b>\$ 190,691</b>	<b>\$ 400,000</b>	<b>\$ 452,658</b>	<b>\$ 1,950,000</b>	<b>\$ (209,309)</b>		<b>\$ 676,676</b>	<b>\$ 340,918</b>		<b>\$ 79,748</b>		
Michigan YTD Jun-2017 Services Expenses per June 2017 FSR submitted on 7/26/2017	1,366,121	1,541,078	174,957	360,000	1,365,202	1,565,202	(184,124)							
Michigan YTD Jun-2017 Administrative and Services Expenses per June 2017 FSR submitted on 7/26/2017	1,550,000	1,740,691	190,691	400,000	1,550,000	1,950,000	(209,309)							

## REAL ALTERNATIVES

### MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM MDCH CONTRACT NO. 20142043

#### INVOICED REVENUE AND EXPENDITURES: START-UP ADMINISTRATIVE & SERVICES EXPENSES

OCTOBER 1, 2013 TO DECEMBER 31, 2016, ADVERTISING EXPENSE THROUGH APRIL 30, 2016

Administrative		Services	
Personnel	71,294	Personnel	67,152
Operating	33,171	Operating	526,338
Equipment	<u>333</u>	Equipment	<u>1,712</u>
Total administrative expenditures	<u>\$ 104,798</u>	Total services expenses	<u>\$ 595,202</u>
Administrative Cost Ratio	<u>14.97%</u>	Total administrative and services expenditures	<u>\$ 700,000</u>

Expenditures reported through June 30, 2016.

## REAL ALTERNATIVES

### MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM MDCH CONTRACT NO. 20142043

#### RECONCILIATION OF CASH RECEIVED BY MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES TO STATEMENT OF FUNCTIONAL EXPENSES

PERIOD JULY 1, 2016 TO JUNE 30, 2017.

Cash received from MDCH by the Michigan Pregnancy & Parenting Support Services Grant Agreement 20142043	\$ 452,657
Adjustments due to financial records being kept according to generally accepted accounting principles accepted in the United States of America (GAAP) per contract with MDCH, Contract No. 20142043	
1. Expenses classified as assets and liabilities not accounted for as functional expenses under GAAP	(317)
2. Depreciation expense	2,290
3. Expenses reported but incurred in prior fiscal year	(452)
4. Expenses incurred but not reimbursed	<u>190,691</u>
Total functional expenses for Program Services - Michigan Pregnancy & Parenting Support Services Program, in accordance with GAAP	<u>\$ 644,869</u>

The administrative cost ratio for the period July 1, 2016 to June 30, 2017 is 9.80%.

# REAL ALTERNATIVES

MICHIGAN PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM  
MDCH CONTRACT NO. 20142043

## STATEMENT OF PROGRAM GENERATED INCOME AND INTEREST EARNED

PERIOD JULY 1, 2016 TO JUNE 30, 2017

	<u>Additional Cash Earned Available for Program Use</u>	<u>Total Expended for Counseling Reimbursement</u>	<u>Unused Balance</u>
Interest earned	\$ 129	\$ -	\$ 129
Other funds	-	-	-
	<u>\$ 129</u>	<u>\$ -</u>	<u>\$ 129</u>

# REAL ALTERNATIVES

INDIANA PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM  
ISDH CONTRACT NO. A70-5-041137 & 00000000000000000017466

## INVOICED REVENUE AND EXPENDITURES

OCTOBER 1, 2016 TO JUNE 30, 2017

	State Actual	State Budget	State Over (Under)	July 1, 2016 to June 30, 2017 State Actual	July 1, 2015 to June 30, 2016 State Actual	July 1, 2015 to September 30, 2015 State Actual
<b>Administrative</b>						
Personnel	\$ 26,964	\$ 55,000	\$ (28,036)	\$ 41,065	\$ 42,703	\$ 7,426
President & CEO	16,376	20,000	(3,624)	23,846	11,621	1,220
VP of Administration	6,353	6,000	353	8,754	3,476	10
Senior Accountant	984	2,000	(1,016)	1,293	813	216
Bookkeeper	960	2,000	(1,040)	1,371	1,120	58
Professional Development	3,087	5,000	(1,913)	3,941	2,942	196
Payroll Taxes	187	500	(313)	287	178	25
Workers Compensation Insurance	1,326	2,500	(1,174)	1,985	1,701	375
Employees Group Insurance	7,626	14,000	(6,374)	12,855	10,115	1,692
Job Advertising	291	500	(209)	295	-	-
New Employee Screening	-	250	(250)	-	-	-
<b>Total Personnel</b>	<b>64,124</b>	<b>107,750</b>	<b>(43,626)</b>	<b>95,692</b>	<b>74,669</b>	<b>11,218</b>
<b>Operating Expenses</b>						
Accounting/TIT/ Legal/Consulting	2,838	10,000	(7,162)	3,344	2,398	148
Postage/Shipping	1,538	10,000	(8,462)	2,208	940	308
Advertising	2,499	4,000	(1,501)	3,839	2,305	5
Travel/Lodging	21	500	(479)	21	-	921
Rent	7,175	40,000	(32,825)	11,372	7,164	223
Telephone Services	1,418	3,500	(2,082)	2,061	1,800	46
General Business Liability Insurance	334	1,000	(666)	525	325	112
Insurance-Directors & Officers	834	1,500	(666)	1,311	793	470
Office Expense	2,735	31,000	(28,265)	4,635	4,186	-
Computer Resources	-	15,000	(15,000)	-	-	-
<b>Total Operating</b>	<b>19,412</b>	<b>116,500</b>	<b>(97,088)</b>	<b>29,316</b>	<b>19,916</b>	<b>2,233</b>
<b>Equipment</b>						
Equipment Service Contracts	447	750	(303)	709	359	48
<b>Total administrative expenditures</b>	<b>83,983</b>	<b>225,000</b>	<b>(141,017)</b>	<b>125,717</b>	<b>94,944</b>	<b>13,499</b>
<b>ISDH Administrative Expenses - July 1, 2016 to September 30, 2016</b>				41,734		
<b>October 1, 2016 to June 30, 2017</b>				83,983		
<b>Total Administrative Expenses July 1, 2016 to June 30, 2017</b>				<b>125,717</b>		
<b>ISDH Administrative Expenses - July 1, 2015 to September 30, 2015</b>					13,499	
<b>October 1, 2015 to June 30, 2016</b>					81,445	
<b>Total Administrative Expenses July 1, 2015 to June 30, 2016</b>					<b>94,944</b>	
<b>Administrative Expenses as reported to ISDH for June 2017 on 7/20/2017</b>	83,983	225,000	(141,017)			

(continued)

INDIANA PREGNANCY AND PARENTING SERVICES SUPPORT PROGRAM  
ISDH CONTRACT NO. A70-5-041137 & 0000000000000000000017466

## OCTOBER 1, 2016 TO JUNE 30, 2017

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## REAL ALTERNATIVES

### RECONCILIATION OF CASH RECEIVED BY INDIANA PREGNANCY & PARENTING SUPPORT SERVICES TO STATEMENT OF FUNCTIONAL EXPENSES

PERIOD JULY 1, 2016 to JUNE 30, 2017

Cash received from ISDH by the Indiana Pregnancy & Parenting Support Services Grant Agreement A70-5-041137 & 0000000000000000000017466	\$ 2,072,355
Adjustments due to financial records being kept according to generally accepted accounting principles accepted in the United States of America (GAAP) per contract with ISDH, Contract No. A70-5-041137 & 0000000000000000000017466	
1. Expenses classified as assets and liabilities not accounted for as functional expenses under GAAP	(994)
2. Depreciation expense	5,032
3. Expenses incurred but not reimbursed	240,578
4. Unused contract revenue to be returned to ISDH	<u>(5,603)</u>
Total functional expenses for Program Services - Indiana Pregnancy & Parenting Support Services Program, in accordance with GAAP	<u>\$ 2,311,368</u>

The administrative cost ratio for the period July 1, 2016 to June 30, 2017 is 5.49%.



REAL ALTERNATIVES

INDIANA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM  
ISDH CONTRACT NO. A70-5-041137 & 0000000000000000000017466

STATEMENT OF PROGRAM GENERATED INCOME AND INTEREST EARNED

PERIOD JULY 1, 2016 to JUNE 30, 2017

	<u>Additional Cash Earned Available for Program Use</u>	<u>2017 Total Expended for Counseling Reimbursement</u>	<u>Unused Balance</u>
Interest earned	\$ 105	\$ -	\$ 105
Other funds	-	-	-
	<u>\$ 105</u>	<u>\$ -</u>	<u>\$ 105</u>

# REAL ALTERNATIVES

## SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS AND RELATED NOTES

YEAR ENDED JUNE 30, 2017

Federal Grantor/Pass-through Grantor/Program Title	Federal CFDA Number	Pass-through Entity Identifying Number	Federal Expenditures
U.S. Department of Health and Human Services			
Passed through Pennsylvania			
Department of Human Services			
Temporary Assistance for Needy Families	93.558	4100060934	\$ 957,244
Passed through Indiana State			
Department of Health			
Temporary Assistance for Needy Families	93.558	A70-5-041137	697,679
Temporary Assistance for Needy Families	93.558	0000000000000000000017466	1,592,261
Passed through Michigan State			
Department of Health and Human Services			
Temporary Assistance for Needy Families	93.558	20142043	190,691
Total expenditures of federal awards			<u>\$ 3,437,875</u>

### NOTES:

#### 1. BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (the Schedule) includes the federal grant activity of Real Alternatives for the year ended June 30, 2017. The information in this Schedule is presented in accordance with the requirements of Title 2 *U.S. Code of Federal Regulations* Part 200. *Uniform Administrative Requirements Cost Principles and Audit Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of Real Alternatives, it is not intended to and does not present the financial position, changes in net assets or cash flows of Real Alternatives.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

(continued)

## **REAL ALTERNATIVES**

### **SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS AND RELATED NOTES**

**YEAR ENDED JUNE 30, 2017**

#### **3. INDIRECT COST RATE**

Real Alternatives has elected not to use the 10% de minimis indirect cost rate allowed under the Uniform Guidance.

MEMBERS

AMERICAN AND PENNSYLVANIA  
INSTITUTES OF CERTIFIED PUBLIC  
ACCOUNTANTS

**INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL  
REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN  
AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE  
WITH *GOVERNMENT AUDITING STANDARDS***

The Board of Directors  
Real Alternatives  
Harrisburg, Pennsylvania

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Real Alternatives (a nonprofit organization), which comprise the statement of financial position as of June 30, 2017, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated March 27, 2018.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered Real Alternatives' internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Real Alternatives' internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

(continued)

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

#### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether Real Alternatives' financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

#### **Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

*McKonky & Asbury, LLP*

Camp Hill, Pennsylvania  
March 27, 2018

MEMBERS

AMERICAN AND PENNSYLVANIA  
INSTITUTES OF CERTIFIED PUBLIC  
ACCOUNTANTS

## INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE

The Board of Directors  
Real Alternatives  
Harrisburg, Pennsylvania

### Report on Compliance for Each Major Federal Program

We have audited Real Alternatives' compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Real Alternatives' major federal programs for the year ended June 30, 2017. Real Alternatives' major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

### Management's Responsibility

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

### Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of Real Alternatives' major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance

(continued)

requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Real Alternatives' compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Real Alternatives' compliance.

#### **Opinion on Each Major Federal Program**

In our opinion, Real Alternatives complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2017.

#### **Report on Internal Control Over Compliance**

Management of Real Alternatives is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Real Alternatives' internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Real Alternatives' internal control over compliance.

*A deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

*McKonly & Asbury, LLP*

Camp Hill, Pennsylvania  
March 27, 2018

REAL ALTERNATIVES

SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

YEAR ENDED JUNE 30, 2017

Prior Year Findings

None.



## REAL ALTERNATIVES

### SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED JUNE 30, 2017

#### SUMMARY OF AUDITOR'S RESULTS

1. The auditor's report expresses an unmodified opinion on whether the financial statements of Real Alternatives were prepared in accordance with GAAP.
2. No material weaknesses were identified during the audit of the financial statements and reported in the Independent Auditor's Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*.
3. No instances of noncompliance material to the financial statements of Real Alternatives, which would be required to be reported in accordance with *Government Auditing Standards*, were disclosed during the audit.
4. No material weaknesses were identified during the audit of the major federal award programs and reported in the Independent auditor's Report on compliance for Each Major Program and on Internal Control Over Compliance Required by the Uniform Guidance.
5. The auditor's report on compliance for the major federal award programs for Real Alternatives expresses an unmodified opinion on all major programs.
6. There were no audit findings that are required to be reported in accordance with 2 CFR section 200.516 (a).
7. The program tested as a major program was:  

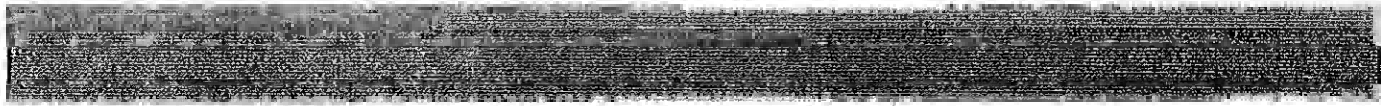
Temporary Assistance for Needy Families (CFDA #93.558)
8. The threshold used for distinguishing between Type A and B programs was \$750,000.
9. Real Alternatives was determined to be a low-risk auditee.

#### FINDINGS – FINANCIAL STATEMENT AUDIT

None.

#### FINDINGS AND QUESTIONED COSTS – MAJOR FEDERAL AWARD PROGRAMS AUDIT

None.



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ACCOUNTANTS

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**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, March 26, 2018 10:06 AM  
**To:** 'Cliff'; FSRMDHHS  
**Cc:** Tom Lang  
**Subject:** RE: Real Alternatives Michigan Pregnancy and Parenting Support Svcs Program Expenses for Feb-18

Good morning Cliff,  
I have approved the February submission.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff [mailto:ra-finance@comcast.net]  
**Sent:** Thursday, March 22, 2018 4:45 PM  
**To:** FSRMDHHS <FSRMDHHS@michigan.gov>; Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Cc:** Tom Lang <ra-operations@comcast.net>  
**Subject:** Real Alternatives Michigan Pregnancy and Parenting Support Svcs Program Expenses for Feb-18

Ms. Derman,  
I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for February 2018 through the EGrAMS system today, Thursday, March 22.

Would you be able to reviews and approve our February 2018 submission?

Best Regards. Thank you.  
Cliff McKeown

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Saturday, March 03, 2018 7:44 AM  
**To:** Cliff; FSRMDHHS  
**Cc:** Tom Lang; Kevin Bagatta  
**Subject:** Re: Real Alternatives Michigan Preg and Parenting Support Svcs Program Jan-18 Expenses

Cliff, Thank you for resending this response. Indeed, I had not received the initial response.

---

**From:** Cliff <ra-finance@comcast.net>  
**Sent:** Friday, March 2, 2018 2:29:57 PM  
**To:** FSRMDHHS; Derman, Barbara (DHHS)  
**Cc:** Tom Lang; Kevin Bagatta  
**Subject:** FW: Real Alternatives Michigan Preg and Parenting Support Svcs Program Jan-18 Expenses

Ms. Derman,

Just wanted to check and make sure you had received this email. From time to time, we've had problems sending emails to Michigan and wanted to confirm your receipt.

Cliff

**From:** Cliff <ra-finance@comcast.netmailto:ra-finance@comcast.net>>  
**Date:** Tuesday, February 27, 2018 at 5:02 PM  
**To:** "Derman, Barbara (DHHS)" <DermanB@michigan.govmailto:DermanB@michigan.gov>>, FSRMDHHS <FSRMDHHS@michigan.govmailto:FSRMDHHS@michigan.gov>>  
**Cc:** Tom Lang <ra-operations@comcast.netmailto:ra-operations@comcast.net>>  
**Subject:** Re: Real Alternatives Michigan Preg and Parenting Support Svcs Program Jan-18 Expenses

Ms. Derman,

There are several reasons for the bump up in salary/wages and fringe benefits.

First, as you know, we didn't receive the new contract until December. We had to hold back on much of the normal Michigan work that would have been accomplished in October, November and up until we received the contract in December. Once we finally had the signed contract, all the usual administrative and services related work started, and there was significant "catch-up to do"! It's important to note that there were three pays in January, and the first pay captured some of the time spent by our staff in December.

Second, because it was a new contract and not merely a renewed or extended one, we had to draft and send out new service provider agreements to all of the Service Providers. That required significant time in the generation of all the necessary paperwork.

Third, the new Michigan computer system required significant time to learn and use the system to input the necessary information that the new system required.

Now that the bulk of the new fiscal year "start up work" has been accomplished, we fully anticipate that the amount of time spent on the Michigan program work in the future months will not be as much as it was for the January invoice month.

Hope this helps.

Cliff

From: "Derman, Barbara (DHHS)" <DermanB@michigan.gov<mailto:DermanB@michigan.gov>>  
Date: Tuesday, February 27, 2018 at 10:05 AM  
To: Cliff <ra-finance@comcast.net<mailto:ra-finance@comcast.net>>  
Subject: RE: Real Alternatives Michigan Preg and Parenting Support Svcs Program Jan-18 Expenses

Hi Cliff,

I just looked at your FSR for January. I'll approve, but wondering about the big bump up in Salary & wages for this report?

Up to this month you've been reporting under \$7,000 in this category, but you report over \$20,000 for January. As well as a bump in fringe benefits. Your salary/wages are slightly over 60% expended for the contract year. And fringes at about 48%. So wanted to call that to your attention.

Barbara (Quess) Derman, MSW

Public Health Consultant, Reproductive & Preconception Health Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3rd Floor, Lansing, Michigan 48913  
Phone: S17-335-8696 DermanB@michigan.gov<mailto:DermanB@michigan.gov>

From: Cliff [mailto:ra-finance@comcast.net]

Sent: Monday, February 26, 2018 5:06 PM

To: FSRMDHHS <FSRMDHHS@michigan.gov<mailto:FSRMDHHS@michigan.gov>>; Derman, Barbara (DHHS) <DermanB@michigan.gov<mailto:DermanB@michigan.gov>>

Cc: Tom Lang <ra-operations@comcast.net<mailto:ra-operations@comcast.net>>

Subject: Real Alternatives Michigan Preg and Parenting Support Svcs Program Jan-18 Expenses

Ms. Derman,

I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for January 2018 through the EGrAMS system Friday, February 23.

Would you be able to reviews and approve our January 2018 submission?

Best Regards. Thank you.

Cliff McKeown

**Derman, Barbara (DHHS)**

---

**From:** Cliff <ra-finance@comcast.net>  
**Sent:** Tuesday, February 27, 2018 5:03 PM  
**To:** Derman, Barbara (DHHS); FSRMDHHS  
**Cc:** Tom Lang  
**Subject:** Re: Real Alternatives Michigan Preg and Parenting Support Svcs Program Jan-18 Expenses

Ms. Derman,

There are several reasons for the bump up in salary/wages and fringe benefits.

First, as you know, we didn't receive the new contract until December. We had to hold back on much of the normal Michigan work that would have been accomplished in October, November and up until we received the contract in December. Once we finally had the signed contract, all the usual administrative and services related work started, and there was significant "catch-up to do"! It's important to note that there were three pays in January, and the first pay captured some of the time spent by our staff in December.

Second, because it was a new contract and not merely a renewed or extended one, we had to draft and send out new service provider agreements to all of the Service Providers. That required significant time in the generation of all the necessary paperwork.

Third, the new Michigan computer system required significant time to learn and use the system to input the necessary information that the new system required.

Now that the bulk of the new fiscal year "start up work" has been accomplished, we fully anticipate that the amount of time spent on the Michigan program work in the future months will not be as much as it was for the January invoice month.

Hope this helps.

Cliff

---

**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Tuesday, February 27, 2018 at 10:05 AM  
**To:** Cliff <ra-finance@comcast.net>  
**Subject:** RE: Real Alternatives Michigan Preg and Parenting Support Svcs Program Jan-18 Expenses

Hi Cliff,

I just looked at your FSR for January. I'll approve, but wondering about the big bump up in Salary & wages for this report?

Up to this month you've been reporting under \$7,000 in this category, but you report over \$20,000 for January. As well as a bump in fringe benefits. Your salary/wages are slightly over 60% expended for the contract year. And fringes at about 48%. So wanted to call that to your attention.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696     [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff [<mailto:ra-finance@comcast.net>]  
**Sent:** Monday, February 26, 2018 5:06 PM  
**To:** FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>; Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Tuesday, February 27, 2018 10:06 AM  
**To:** 'Cliff'  
**Subject:** RE: Real Alternatives Michigan Preg and Parenting Support Svcs Program Jan-18 Expenses

Hi Cliff,

I just looked at your FSR for January. I'll approve, but wondering about the big bump up in Salary & wages for this report?

Up to this month you've been reporting under \$7,000 in this category, but you report over \$20,000 for January. As well as a bump in fringe benefits. Your salary/wages are slightly over 60% expended for the contract year. And fringes at about 48%. So wanted to call that to your attention.

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 [DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff [mailto:ra-finance@comcast.net]  
**Sent:** Monday, February 26, 2018 5:06 PM  
**To:** FSRMDHHS <FSRMDHHS@michigan.gov>; Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Cc:** Tom Lang <ra-operations@comcast.net>  
**Subject:** Real Alternatives Michigan Preg and Parenting Support Svcs Program Jan-18 Expenses

Ms. Derman,

I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for January 2018 through the EGrAMS system Friday, February 23.

Would you be able to reviews and approve our January 2018 submission?

Best Regards. Thank you.  
Cliff McKeown

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Thursday, January 25, 2018 10:01 AM  
**To:** Cliff  
**Subject:** RE: Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses - Dec-17

Thanks for the heads up Cliff. Going into a meeting now, but will do this afternoon.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff [mailto:ra-finance@comcast.net]  
**Sent:** Thursday, January 25, 2018 9:04 AM  
**To:** FSRMDHHS <FSRMDHHS@michigan.gov>; Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Subject:** Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses - Dec-17

Ms. Derman,  
I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for December 2017 through the EGrAMS system today, January 24.

Would you be able to reviews and approve our December 2017 submission?

Best Regards. Thank you.  
Cliff McKeown



**Derman, Barbara (DHHS)**

---

**From:** Thomas Lang - Exchange <VPofOperations@realalternatives.org> on behalf of Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Tuesday, January 09, 2018 1:38 PM  
**To:** Derman, Barbara (DHHS)  
**Subject:** Re: Real Alternative Client numbers  
**Attachments:** MI FY16-17 4th Quarter Report Final.pdf

Quess -

Here is the corrected 4th Quarter Report for your records.

Tom

---

**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Monday, January 8, 2018 at 8:36 PM  
**To:** Thomas Lang <ra-operations@comcast.net>  
**Subject:** Re: Real Alternative Client numbers

Thanks Tom

---

**From:** Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Monday, January 8, 2018 5:52:48 PM  
**To:** Derman, Barbara (DHHS)  
**Subject:** Re: Real Alternative Client numbers

Quess -

We did complete the correct Significant Project Status report, but somehow it did not end up in the version that went to you. Sorry about that!

Mary Kelkis is making the correction and we'll get a revised version of the whole document to you.

Thanks!  
Tom

---

**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Friday, January 5, 2018 at 9:17 AM  
**To:** Thomas Lang <ra-operations@comcast.net>  
**Subject:** Re: Real Alternative Client numbers

Thanks Tom, It would be great if you could also have someone update that page in your fourth quarter report. That way we have the correct information, in case we are audited or FOIA request.

---

**From:** Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Thursday, January 4, 2018 6:33 PM  
**To:** Derman, Barbara (DHHS)  
**Subject:** Re: Real Alternative Client numbers

Quess -

The New Clients total from 10/1/16 through 9/30/17 was: 1,830.

Tom

---

From: "Derman, Barbara (DHHS)" <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>

Date: Thursday, January 4, 2018 at 12:58 PM

To: Thomas Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>, Deacon Tom Lang <[deacontomlang@verizon.net](mailto:deacontomlang@verizon.net)>

Subject: Real Alternative Client numbers

Good afternoon Tom, I hope you are starting out a happy New Year! Hope the snow and cold is tolerable.

I am wondering if you can give me an unduplicated client number for the fiscal year. Your numbers by quarter do not represent an unduplicated count, I'm assuming given the number of visits you report across the year. Thanks for your help

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health

Michigan Department of Health and Human Services

109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913

Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968

[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, January 01, 2018 8:28 AM  
**To:** Thomas A. Lang, Esquire - Comcast  
**Cc:** Cliff  
**Subject:** Re: Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses - Nov-17

Hi Tom, I'm not familiar with the speed of payment through this system. The state changed to a new system for all payments at the beginning of this fiscal year. And as you know there were initially some delays related to getting it up and going. But seems you are now in the system as should be. So I think issues are resolved. The approval process is staged, with me being the program, first, level. So I suggest Cliff send me an email when he submits, that will prompt me to go in and look for pending approvals.

---

**From:** Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Friday, December 29, 2017 1:26:00 PM  
**To:** Derman, Barbara (DHHS)  
**Cc:** Cliff  
**Subject:** Re: Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses - Nov-17

Quess -

In the past payment typically took 3-4 weeks. From your experience so far with the new system, are payments being made quicker than that?

Thank you!  
Tom

---

**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Friday, December 29, 2017 at 10:30 AM  
**To:** "Clifford W. McKeown" <ra-finance@comcast.net>  
**Cc:** Thomas Lang <ra-operations@comcast.net>  
**Subject:** RE: Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses - Nov-17

Cliff, I reviewed and approved that report on the 27<sup>th</sup>.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

---

**From:** Cliff [<mailto:ra-finance@comcast.net>]  
**Sent:** Thursday, December 28, 2017 9:15 AM  
**To:** Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Cc:** Tom Lang <ra-operations@comcast.net>  
**Subject:** Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses - Nov-17

Ms. Derman,  
I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for November 2017 through the EGrAMS system today, December 27.

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Friday, December 29, 2017 10:31 AM  
**To:** Cliff  
**Cc:** Tom Lang  
**Subject:** RE: Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses - Nov-17

Cliff, I reviewed and approved that report on the 27<sup>th</sup>.

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff [mailto:ra-finance@comcast.net]  
**Sent:** Thursday, December 28, 2017 9:15 AM  
**To:** Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Cc:** Tom Lang <ra-operations@comcast.net>  
**Subject:** Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses - Nov-17

Ms. Derman,

I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for November 2017 through the EGrAMS system today, December 27.

Would you be able to reviews and approve our November 2017 submission?

Thank you.  
Cliff McKeown

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Tuesday, December 26, 2017 2:02 PM  
**To:** Cliff  
**Cc:** Tom Lang  
**Subject:** RE: Real Alternatives Michigan Preg and Parenting Support Svcs Expenses for Oct-17

Okay, I have approved it just now. So you should be set.

Laura showed me how to find it, without it being in my cue. They will work on fixing the problem so it shows up in my pending tasks when you submit, which it's supposed to do.

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Derman, Barbara (DHHS)  
**Sent:** Tuesday, December 26, 2017 1:41 PM  
**To:** 'Cliff' <ra-finance@comcast.net>; FSRMDHHS <FSRMDHHS@michigan.gov>  
**Cc:** Tom Lang <ra-operations@comcast.net>  
**Subject:** RE: Real Alternatives Michigan Preg and Parenting Support Svcs Expenses for Oct-17

Hi Cliff,

Your FSR is not showing in my pending approvals. I so I can't do anything with it now, I've asked a couple colleagues who are here who work regularly in EGRaMS and they just tell me it should be showing up in my pending box. I've emailed Laura and will check a little further, but can't do anything until it shows up in my permissions.

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff [<mailto:ra-finance@comcast.net>]  
**Sent:** Tuesday, December 26, 2017 11:21 AM  
**To:** FSRMDHHS <FSRMDHHS@michigan.gov>; Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Cc:** Tom Lang <ra-operations@comcast.net>  
**Subject:** Real Alternatives Michigan Preg and Parenting Support Svcs Expenses for Oct-17

Ms. Derman,

I submitted the Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for October 2017 through the EGRaMS system on December 14. I'm ready to submit our November expenses but was advised by a contact at the EgrAMS system that October 2017 must be approved first. Would you be able to approve our October 2017 submission?

Thank you.

Cliff McKeown

**Derman, Barbara (DHHS)**

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**From:** Derman, Barbara (DHHS)  
**Sent:** Wednesday, December 20, 2017 10:24 AM  
**To:** Deacon Tom Lang  
**Subject:** RE: Real Alternatives August FSR

Just checking in with you. Did you receive the checks for Aug. and Sept?

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Derman, Barbara (DHHS)  
**Sent:** Thursday, December 14, 2017 9:23 AM  
**To:** 'Deacon Tom Lang' <DeaconTomLang@verizon.net>  
**Subject:** FW: Real Alternatives August FSR

See below

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

Both payments were released and the Agency should see \$113,435.49 (August - \$68,604.41 and September - \$44,831.08) in their Acct on Monday the 18<sup>th</sup>. The EFT # is 20171213014149S. Teresa

**From:** Derman, Barbara (DHHS)  
**Sent:** Wednesday, December 13, 2017 3:10 PM  
**To:** Miller, Teresa  
**Subject:** RE: Real Alternatives August FSR

Thanks for checking Teresa! I'll pass this information on to the grantee.

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

I made the payment last week but it was just released this week. New System, new Procedures. SIGMA was down most of the day. Will have more information tomorrow on the payment. They probably won't see in their Acct until the beginning of next week. I'll get the September payment paid ASAP. Teresa

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Thursday, December 14, 2017 9:23 AM  
**To:** Deacon Tom Lang  
**Subject:** FW: Real Alternatives August FSR

See below

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
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**Sent:** Wednesday, December 13, 2017 3:10 PM  
**To:** Miller, Teresa  
**Subject:** RE: Real Alternatives August FSR

Thanks for checking Teresa! I'll pass this information on to the grantee.

*Barbara (Quess) Derman, MSW*

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109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
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**Derman, Barbara (DHHS)**

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**From:** Derman, Barbara (DHHS)  
**Sent:** Wednesday, December 13, 2017 3:15 PM  
**To:** Deacon Tom Lang  
**Subject:** Real Alternatives August FSR

Tom, Teresa was able to check. See below, she will let us know what she find out tomorrow. Hopefully you'll see it tomorrow

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

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**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Wednesday, December 13, 2017 3:01 PM  
**To:** Deacon Tom Lang  
**Subject:** RE: Real Alternatives FSR Sept. 2017

Laura and I are trying to figure out how to best advise you as to track down your August FSR payment. Laura doesn't have access to check beyond EGrAMS and she's right only your current contract should be there, not the previous one. We are thinking that paying into SIGMA should still mean that the payment would EFT to the grantee. I'm assuming you have contacted your bank, right? We have looped Teresa (in accounting) into our conversation she might know who in SIGMA to check with. We'll keep working on it.

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Deacon Tom Lang [<mailto:DeaconTomLang@verizon.net>]  
**Sent:** Wednesday, December 13, 2017 2:48 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Subject:** Re: Real Alternatives FSR Sept. 2017

Quess -

Will do, and thanks for your efforts to help us with this! It's much appreciated!

Tom

Sent from my iPhone

On Dec 13, 2017, at 2:13 PM, Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)> wrote:

So it's on its way to be paid. Please let me know when you receive it.

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Miller, Teresa (DHHS)  
**Sent:** Wednesday, December 13, 2017 2:05 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Subject:** RE: Real Alternatives FSR Sept. 2017

I'll add your email to the FSR.

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Wednesday, December 13, 2017 2:13 PM  
**To:** Deacon Tom Lang  
**Subject:** FW: Real Alternatives FSR Sept. 2017

So it's on its way to be paid. Please let me know when you receive it.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Miller, Teresa (DHHS)  
**Sent:** Wednesday, December 13, 2017 2:05 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Subject:** RE: Real Alternatives FSR Sept. 2017

I'll add your email to the FSR.

**From:** Derman, Barbara (DHHS)  
**Sent:** Wednesday, December 13, 2017 2:03 PM  
**To:** Miller, Teresa (DHHS) <[MillerT2@michigan.gov](mailto:MillerT2@michigan.gov)>  
**Subject:** FW: Real Alternatives FSR Sept. 2017

I didn't anticipate anything else from them for FY17 Contract. Should I have them mark it?

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Miller, Teresa (DHHS)  
**Sent:** Wednesday, December 13, 2017 1:57 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>; FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>  
**Subject:** RE: Real Alternatives FSR Sept. 2017

Is this a FINAL FSR? It's not marked. Teresa

**From:** Derman, Barbara (DHHS)  
**Sent:** Wednesday, December 13, 2017 1:56 PM  
**To:** FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>; Miller, Teresa (DHHS) <[MillerT2@michigan.gov](mailto:MillerT2@michigan.gov)>  
**Subject:** FW: Real Alternatives FSR Sept. 2017

Attached please find the Real Alternatives FSR for September 2017. Last one we have to do this way! ☺

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Tuesday, December 12, 2017 3:09 PM  
**To:** Cliff  
**Cc:** Tom Lang  
**Subject:** RE: Real Alternatives Michigan Preg and Parenting Support Svcs Program-Sep-17

Thanks Cliff,

I'll get this over to accounting by end of the day tomorrow. Now, going forward, you'll be submitting your FSRs through EGrAMS. Since I'm not on EGrAMS every day, I'll have watch for your submissions. I'd appreciate it if you would just shoot me an email when you submit. Then I'll go in and review it. That should save a delay, at least for my step. Thanks.

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Cliff [mailto:ra-finance@comcast.net]  
**Sent:** Tuesday, December 12, 2017 2:57 PM  
**To:** FSRMDHHS <FSRMDHHS@michigan.gov>; Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Cc:** Tom Lang <ra-operations@comcast.net>  
**Subject:** Real Alternatives Michigan Preg and Parenting Support Svcs Program-Sep-17

Ms. Derman,

Please see attached Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for September 2017.

Best Regards,  
Cliff McKeown

**Derman, Barbara (DHHS)**

---

**From:** Cliff <ra-finance@comcast.net>  
**Sent:** Tuesday, December 12, 2017 2:57 PM  
**To:** FSRMDHHS; Derman, Barbara (DHHS)  
**Cc:** Tom Lang  
**Subject:** Real Alternatives Michigan Preg and Parenting Support Svcs Program-Sep-17  
**Attachments:** MDCH Expenses September 2017.pdf

Ms. Derman,

Please see attached Real Alternatives Michigan Pregnancy and Parenting Support Services Program expenses for September 2017.

Best Regards,  
Cliff McKeown

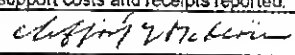
**FINANCIAL STATUS REPORT**  
Michigan Department of Community Health

Local Agency Name <b>Real Alternatives</b> Street Address <b>7810 Allentown Blvd, Ste 304</b> City, State, ZIP Code <b>Harrisburg PA 17112</b>		Contract Number <b>20142043</b>		Page <b>1</b>	Of <b>1</b>
		Program <b>MI Pregnancy &amp; Parenting Support Services</b>		Code	
		Report Period <b>1-Sep-17</b> Thru <b>30-Sep-17</b> <input type="checkbox"/> Final		Date Prepared <b>12/12/17</b>	
		Agreement Period <b>1-Oct-13</b> Thru <b>30-Sep-17</b>		FE ID Number <b>23-2868660</b>	

Category	Expenditures		Agreement	
	Current Period	Agreement YTD	Budget	Balance
1. Salaries and Wages				
2. Fringe Benefits				
3. Travel				
4. Supplies and Materials				
5. Contractual (Sub-Contracts)				
6. Equipment				
7. Other Expenses				
Administrative Expenses	10,341.36	222,092.10	224,798.00	2,705.90
Services Expenses	34,489.72	1,672,075.57	1,725,202.00	53,126.43
8. TOTAL DIRECT	44,831.08	1,894,167.67	1,950,000.00	55,832.33
9a. Indirect Costs Rate #1: %				
9b. Indirect Costs Rate #2: %				
10. TOTAL EXPENDITURES	44,831.08	1,894,167.67	1,950,000.00	55,832.33
SOURCE OF FUNDS:				
11. State Agreement	44,831.08	1,894,167.67	1,950,000.00	55,832.33
12. Local				-
13. Federal				-
14. Other				-
15. Fees & Collections				-
16. TOTAL FUNDING	44,831.08	1,894,167.67	1,950,000.00	55,832.33

**CERTIFICATION:** I certify that I am authorized to sign on behalf of the local agency and that this is an accurate statement of expenditures and collections for the report period. Appropriate documentation is available and will be maintained for the required period to support costs and receipts reported.

Authorized Signature 	Date <b>12/12/17</b>	Title <b>Vice President - Administration</b>
Contact Person Name <b>Clifford W. McKeown</b>	Telephone Number <b>717.541.7833</b>	

**FOR STATE OFFICE USE ONLY**

	Advance	INDEX	PCA	OBJ CODE	AMOUNT
Advance Outstanding					
Advance Issued or Applied					
Balance					

Message:

Authority: P.A. 368 of 1978 Completion: is a condition of Reimbursement	The Department of Community Health is an equal opportunity, employer, services, and programs provider.
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Sep-17 Expense	Salary/Wages	Vacation	Sick	Holiday/Oth	Payroll Taxes	Workers Comp Insur	Pension	Employee Group Insur	Dec Total
President & CEO	4390.74								4390.74
VP Administration	1204.42								1204.42
Assistant Director of Finance									0.00
Accountant	361.76								361.76
Bookkeeper	407.40								407.40
									0.00
Total Admin	6364.32	0.00	0.00	0.00		184.06	20.06	163.53	1452.27
						184.06	20.06	163.53	1452.27
									3184.24
Vice President	4024.98								4024.98
Services Coordinator	633.45								633.45
Services Assistance	835.79								835.79
Service Provider Approval									0.00
Billing Coordinator	184.91								184.91
Service Provider Monitoring	2062.11								2062.11
Hotline Counselor	25.01								25.01
									0.00
Total Services Personnel Costs	7816.25	0.00	0.00	0.00		340.38	17.79	208.21	597.67
						340.38	17.79	208.21	597.67
									8980.30
Total Wages	14180.57	0.00	0.00	0.00		524.44	37.85	371.74	2049.94
									17164.54

Professional Development	\$ 5.31
Accrued Vacation & Sick	
Job Advertising	
New Employee Screening	
<b>TOTAL ADMIN Personnel Costs</b>	<b>\$ 2,189.55</b>
Accounting	\$ 153.92
Legal	
Postage/Shipping	\$ 7.11
Auditing	\$ 378.00
Travel/Lodging	
Rent	\$ 1,125.60
Telephone Service	\$ 236.54
General Business Liability Insurance	\$ 51.68
Insurance-Directors & Officers	\$ 112.41
Office Expense	\$ 34.85
Computer Resources	
Equipment Service Contracts	\$ 51.70
<b>TOTAL ADMIN Operating Costs</b>	<b>\$ 2,151.81</b>
<b>Total Admin (Matches Idl Total Monthly file)</b>	<b>\$ 10,341.36</b>

Client Education Materials	\$ 347.23
Meetings/Seminars	\$ 928.21
Services Advertising	\$ 8,401.66
Travel	\$ 2,077.74
Svcs Database Consulting & Dev	\$ 1,466.25
Client Services	\$ 11,945.31
Toll Free Referral System	\$ 81.42
Contract Closeout Cost	
Pregnancy Test Kits	\$ 261.60
<b>TOTAL SVCS Operating Costs</b>	<b>\$ 25,509.42</b>
<b>Total SVCS (Matches Idl Total Monthly file)</b>	<b>\$ 34,469.72</b>

44831.08

Real Alternatives  
Actual Administrative Expenses  
Michigan: Fiscal Years 2013-2017

Cost Category	FY 13-15 Revised Budget at 2/2/15	FY 15-16 Budgeted Dollars	Current Budget MCH-Stats Total Budget	Add'l Budget MCH-TANF Budget	Total Budget State & TANF	State Funds September 2017	TANF Funds September 2017	State Funds Oct 2016 Sep 2017	TANF Funds Oct 2016 Sep 2017	\$700,000 Remaining State Budget FY 13-15	\$850,000 Remaining State Budget FY 13-15	Remaining TANF Budget
President & CEO	33,413.41	17,986.58	36,413.00	12,586.00	89,099.00	4,390.74	1,204.42	64,999.58	13,721.07			\$400,000 10/1/16-9/30/17 (1,125.07)
VP - Administration	9,288.68	9,000.32	18,289.00	3,959.00	22,248.00	1,204.42	1,776.88	22,250.54	6,793.31			(2,830.31)
Assistant Director of Finance	1,776.88	0.12	1,777.00	1,163.00	1,777.00	361.76	1,776.88	1,776.88	1,776.88			0.12
Accountant	2,623.36	2,749.84	5,372.00	1,163.00	6,535.00	407.40	1,727.93	5,907.77	1,727.93			(654.43)
Bookkeeper	1,330.79	2,500.21	3,831.00	829.00	4,660.00			9,053.39	1,187.89			(358.98)
Professional Development	412.49	908.51	1,420.00	306.00	1,718.00	5.31		1,982.64	1,45.54			160.40
Accrued Vacation & Sick												
Payroll Taxes	2,833.13	2,749.87	5,583.00	1,208.00	6,791.00	184.06	20.06	5,297.05	1,013.26			194.74
Workers Compensation Insurance	233.16	199.54	433.00	94.00	527.00	70.06		428.79	76.23			4.21
Pension	1,582.74	1,500.26	2,883.00	624.00	3,507.00	163.33		2,545.87	590.55			33.45
Employees Group Insurance	13,000.03	7,988.65	21,000.00	4,545.00	25,545.00	1,452.27		21,843.85	4,513.45			31.55
Job Advertising		1,000.00	1,000.00	217.00	1,217.00			58.10	14.11			202.89
New Employee Screening		500.00	500.00	106.00	606.00							106.00
Total Personnel	71,239.99	47,199.01	118,493.00	25,643.00	144,142.00	8,189.55		129,544.97	29,785.34			(4,156.34)
Operating												
Consulting	2,205.22	2,869.76	5,205.00	1,127.00	6,332.00	153.92		4,602.80	1,385.76			(230.78)
Legal		1,000.00	1,000.00	210.00	1,210.00							210.00
Postage/Shipping	1,204.87	2,000.13	3,105.00	872.00	3,977.00	7.11		1,64.50	97.95			574.04
Auditing	2,699.02	2,459.98	5,159.00	1,125.00	6,284.00	378.00		5,248.01	1,270.23			(145.23)
Travel/Leasing	932.63	500.32	813.00	176.00	989.00			310.45				
Rent	8,071.15	9,899.85	18,071.00	3,912.00	21,983.00	1,125.60		15,998.55	3,655.39			176.81
Telephone Service	1,746.19	959.81	2,746.00	594.00	3,340.00	226.94		3,388.43	645.17			(51.17)
General Business Liability Insurance	983.53	500.42	884.00	191.00	1,075.00	51.68		741.40	167.32			23.88
Insurance-Directors & Officers	944.33	999.07	1,944.00	421.00	2,365.00	112.41		1,830.38	384.67			36.33
Office Expense	3,804.93	9,300.07	13,105.00	5,736.00	18,841.00	34.35		6,014.95	628.37			5,107.63
Computer Resources	11,299.00	1,500.00	13,399.00		13,399.00			13,399.00				
Total Operating	33,170.97	32,500.03	65,471.00	14,170.00	79,641.00	2,100.11		59,506.44	8,214.67			5,955.33
Equipment												
Equipment Service Contracts	339.04	500.96	834.00	181.00	1,015.00	54.70		827.17	213.51			(32.51)
Total Administrative Expenses	104,798.00	80,000.04	184,758.00	40,050.00	224,798.00	10,341.36		183,878.56	38,213.52			2,786.48

Real Alternatives  
Actual Services Expenses  
Michigan: Fiscal Year 2013-2017

Cost Category	FY 13-15 Revised Budget at 2/15/16	FY 15-16 Budgeted Dollars 10/1/15 - 12/31/16	Current Budget MDCB-State Budget 10/1/15 - 12/31/16	Add'l Budget MDCB-TANF Budget 1/1/17 - 12/31/17	Total Budget State & TANF 10/1/15 - 12/31/17	State Funds September 2017	TANF Funds September 2017	State Funds Oct 2016 - Sep 2017 YTD	TANF Funds Oct 2016 - Sep 2017 YTD	\$700,000 Remaining State Budget FY 13-15	\$850,000 Remaining State Budget 10/1/15 - 12/31/17	Remaining TANF Budget 10/1/15 - 9/30/17
<b>Personnel</b>												
Vice President	37,041.18	14,998.82	47,041.00	12,405.00	59,446.00	4,024.98	55,908.51	11,002.80	2,493.08		1,402.20	1,402.20
Services Coordinator	3,936.71	3,000.28	6,937.00	4,683.00	11,600.00	683.45	10,350.83	2,493.08	2,493.08		1,402.20	1,402.20
Services Assistant	885.45	489.35	1,303.00	4,876.00	6,230.00	895.79	5,790.25	2,145.54	2,145.54		2,730.46	2,730.46
Service Provider Approval	5,746.39	5,002.61	10,749.00	-	10,749.00	-	5,866.22	28.90	28.90		4,882.78	4,882.78
Billing Coordinator	4,156.60	3,500.40	7,697.00	-	7,697.00	-	6,500.24	2,031.06	2,031.06		1,406.26	1,406.26
Service Provider Monitoring	6,433.50	2,907.50	9,431.00	-	9,431.00	-	9,431.41	2,806.08	2,806.08		1,599.59	1,599.59
Hotline Counselor	552.54	1,000.46	1,553.00	410.00	1,963.00	250.1	1,281.21	395.87	395.87		521.79	521.79
Accrued Vacation & Sick												
Payroll Taxes	3,751.78	2,750.22	6,502.00	1,714.00	8,217.00	340.38	6,541.74	1,184.80	1,184.80		530.20	530.20
Workers Compensation Insurance	197.83	150.18	338.00	89.00	427.00	17.79	347.63	65.11	65.11		23.39	23.39
Pension	1,218.04	1,250.06	2,468.00	3,467.00	3,120.00	208.21	2,197.92	517.25	517.25		193.75	193.75
Employee Group Insurance	823.54	4,999.46	13,223.00	-	16,710.00	597.67	12,812.77	1,855.78	1,855.78		1,831.22	1,831.22
<b>Total Personnel</b>	<b>67,152.45</b>	<b>40,150.55</b>	<b>107,903.00</b>	<b>20,296.00</b>	<b>135,599.00</b>	<b>8,980.30</b>	<b>116,678.13</b>	<b>24,325.17</b>	<b>24,325.17</b>		<b>19,375.13</b>	<b>3,970.83</b>
<b>Operating</b>												
Client Education Materials	6,642.31	89,898.09	106,642.00	15,000.00	121,642.00	347.73	80,154.43	1,686.37	1,686.37		13,333.63	13,333.63
Services Advertising	124,068.13	109,898.87	234,068.00	34,723.00	268,791.00	8,401.66	115,816.36	45,053.79	45,053.79	0.06	25,487.57	25,487.57
Meetings/Seminars		5,000.00	5,000.00	1,318.00	6,318.00	328.21	2,512.51	1,031.54	1,031.54		17,249.58	17,249.58
Travel	3,051.64	5,000.00	8,082.00	2,131.00	10,213.00	2,077.74	5,445.95	2,533.81	2,533.81		2,887.49	2,887.49
Print Database Consulting & Over	14,202.04	10,000.06	24,203.00	6,292.00	30,585.00	1,456.25	16,901.69	1,912.50	1,912.50		2,836.05	2,836.05
Client Services	377,789.64	489,350.38	874,140.00	270,630.00	1,144,770.00	11,945.31	921,193.02	236,251.69	236,251.69		7,801.91	7,801.91
Hotline Referral System	358.58	499.41	1,063.00	278.00	1,331.00	31.42	1,149.09	275.50	275.50		46,038.02	46,038.02
Contract Closeout Cost											94,603	94,603
<b>Total Operating</b>	<b>526,336.25</b>	<b>726,845.75</b>	<b>1,453,188.00</b>	<b>330,462.00</b>	<b>1,883,650.00</b>	<b>25,247.82</b>	<b>1,249,916.99</b>	<b>270,755.08</b>	<b>270,755.08</b>	<b>0.06</b>	<b>9,270.95</b>	<b>50,606.92</b>
<b>Equipment</b>												
Pregnancy Test Kits	1,711.30	2,999.70	4,711.00	1,242.00	5,953.00	261.00	5,826.30	1,863.90	1,863.90		1915.30	1915.30
<b>Total Services Expenses</b>	<b>595,202.00</b>	<b>770,000.00</b>	<b>1,365,202.00</b>	<b>360,000.00</b>	<b>1,725,202.00</b>	<b>94,489.72</b>	<b>1,366,121.42</b>	<b>305,954.15</b>	<b>305,954.15</b>	<b>0.06</b>	<b>9,194.48</b>	<b>54,045.83</b>



**Derman, Barbara (DHHS)**

---

**From:** Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Tuesday, December 12, 2017 1:42 PM  
**To:** Derman, Barbara (DHHS)  
**Cc:** Clifford W. McKeown  
**Subject:** MI Contract and August/September Payments

Quess -

-The contract has been fully signed! Laura gave us the instructions for submitting the October Expenses.

I think you are checking on the status of payment of our August Expenses invoice. We are submitting September the old way.

We have a question about Operating Expenses. As you will recall, from the very outset we had Operating Expenses money in the amount of \$116,000. Do we continue to retain that and simply confirm at the end of the 17-18 fiscal year that we have it, or do we have to return it now and request new Operating Expenses money for FY 17-18?

Thank for your ongoing help and guidance!

Tom

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, December 11, 2017 4:02 PM  
**To:** Thomas A. Lang, Esquire - Comcast  
**Subject:** RE: Real Alternatives

There should always be a system notice, but Laura said she sent you an email as well. Seems it didn't get delivered

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Thomas A. Lang, Esquire - Comcast [mailto:ra-operations@comcast.net]  
**Sent:** Monday, December 11, 2017 2:55 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Subject:** Re: Real Alternatives

So when I just now logged on to the system I do see a message on the system from Laura dated December 6, 2017. We had no idea that was how we would be alerted.

The good news is that it's there and now Kevin can follow the steps she outlined.

Thank you again!  
Tom

---

**From:** "Derman, Barbara (DHHS)" <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Date:** Monday, December 11, 2017 at 2:44 PM  
**To:** Thomas Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>, Deacon Tom Lang <[deacontomlang@verizon.net](mailto:deacontomlang@verizon.net)>  
**Subject:** FW: Real Alternatives

From Laura

*Barbara (Quess) Derman, MSW*

Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Geist, Laura (DHHS)  
**Sent:** Monday, December 11, 2017 2:43 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Subject:** RE: Real Alternatives

I sent them an email, in addition to the system generated message, but it can't hurt to check again. Tom seems to get your messages more frequently than mine.

Thanks!

**Derman, Barbara (DHHS)**

---

**From:** Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Monday, December 11, 2017 2:58 PM  
**To:** Derman, Barbara (DHHS)  
**Subject:** Re: Real Alternatives August FSR

That would be awesome!

---

**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Monday, December 11, 2017 at 2:48 PM  
**To:** Thomas Lang <ra-operations@comcast.net>, Deacon Tom Lang <deacontomlang@verizon.net>  
**Subject:** FW: Real Alternatives August FSR

So, if I understand correctly, I think once the contract is signed your payment is there.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** FSRMDHHS  
**Sent:** Monday, December 11, 2017 2:35 PM  
**To:** Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Subject:** RE: Real Alternatives August FSR

I don't pay prior to the 2018 Contract in Egrams. This was paid directly into SIGMA on December 5<sup>th</sup>.

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, December 11, 2017 2:22 PM  
**To:** FSRMDHHS <FSRMDHHS@michigan.gov>  
**Subject:** RE: Real Alternatives August FSR

Hi Teresa, I just looked in EGRAMS and it appears there is now a code and Contracts has signed the contract, so thought I should check on the August FSR for them. I'll check to see if that is it for last year, think they were holding on the September FSR. Thanks

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, December 04, 2017 10:06 AM  
**To:** FSRMDHHS <FSRMDHHS@michigan.gov>  
**Subject:** RE: Real Alternatives August FSR

Thank you Teresa

**Derman, Barbara (DHHS)**

---

**From:** Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Monday, December 11, 2017 2:55 PM  
**To:** Derman, Barbara (DHHS)  
**Subject:** Re: Real Alternatives

So when I just now logged on to the system I do see a message on the system from Laura dated December 6, 2017. We had no idea that was how we would be alerted.

The good news is that it's there and now Kevin can follow the steps she outlined.

Thank you again!  
Tom

---

**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Monday, December 11, 2017 at 2:44 PM  
**To:** Thomas Lang <ra-operations@comcast.net>, Deacon Tom Lang <deacontomlang@verizon.net>  
**Subject:** FW: Real Alternatives

From Laura

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Gelst, Laura (DHHS)  
**Sent:** Monday, December 11, 2017 2:43 PM  
**To:** Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Subject:** RE: Real Alternatives

I sent them an email, in addition to the system generated message, but it can't hurt to check again. Tom seems to get your messages more frequently than mine.

Thanks!

Laura Geist  
(517) 241-3932  
[GeistL1@michigan.gov](mailto:GeistL1@michigan.gov)

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, December 11, 2017 2:16 PM  
**To:** Geist, Laura (DHHS) <GeistL1@michigan.gov>  
**Subject:** Real Alternatives  
**Importance:** High

Hi Laura,

**Derman, Barbara (DHHS)**

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**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, December 11, 2017 2:51 PM  
**To:** Thomas A. Lang, Esquire - Comcast  
**Subject:** RE: Real Alternatives August FSR

It still shows "pending" and when you pull up the contract "preview" it looks like you have not signed, but contracts did on Dec. 6<sup>th</sup>

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Thomas A. Lang, Esquire - Comcast [<mailto:ra-operations@comcast.net>]  
**Sent:** Monday, December 11, 2017 2:46 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Subject:** Re: Real Alternatives August FSR

Quess -

Thanks! I'll check, but we were led to believe that it was "signed" by our President & CEO when he submitted it.

Tom

---

**From:** "Derman, Barbara (DHHS)" <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Date:** Monday, December 11, 2017 at 2:26 PM  
**To:** Thomas Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>  
**Subject:** RE: Real Alternatives August FSR

Good afternoon Tom,  
Looking on EGrAMS, It looks as though your contract was signed at our end on last week. But doesn't look like it is signed by you yet. Just wanted to alert you to check it. I also asked accounting about the pending payment from August.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Thomas A. Lang, Esquire - Comcast [<mailto:ra-operations@comcast.net>]  
**Sent:** Monday, December 04, 2017 1:58 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Subject:** Re: Real Alternatives August FSR

Thank you for your efforts!

**Derman, Barbara (DHHS)**

---

**From:** Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Monday, December 11, 2017 2:50 PM  
**To:** Derman, Barbara (DHHS)  
**Subject:** Re: Real Alternatives

Haven't received anything from Laura about this. Thanks!

---

**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Monday, December 11, 2017 at 2:44 PM  
**To:** Thomas Lang <ra-operations@comcast.net>, Deacon Tom Lang <deacontomlang@verizon.net>  
**Subject:** FW: Real Alternatives

From Laura

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Geist, Laura (DHHS)  
**Sent:** Monday, December 11, 2017 2:43 PM  
**To:** Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Subject:** RE: Real Alternatives

I sent them an email, in addition to the system generated message, but it can't hurt to check again. Tom seems to get your messages more frequently than mine.

Thanks!

Laura Geist  
(517) 241-3932  
[GeistL1@michigan.gov](mailto:GeistL1@michigan.gov)

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, December 11, 2017 2:16 PM  
**To:** Geist, Laura (DHHS) <GeistL1@michigan.gov>  
**Subject:** Real Alternatives  
**Importance:** High

Hi Laura,  
I just checked EGrAMS and looks like we have signed the contract with them, but no signature at their end. Is it possible they weren't notified? Do you want me to check with them?

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913

**Derman, Barbara (DHHS)**

---

**From:** Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Monday, December 11, 2017 2:46 PM  
**To:** Derman, Barbara (DHHS)  
**Subject:** Re: Real Alternatives August FSR

Quess -

Thanks! I'll check, but we were led to believe that it was "signed" by our President & CEO when he submitted it.

Tom

---

**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Monday, December 11, 2017 at 2:26 PM  
**To:** Thomas Lang <ra-operations@comcast.net>  
**Subject:** RE: Real Alternatives August FSR

Good afternoon Tom,  
Looking on EGrAMS, It looks as though your contract was signed at our end on last week. But doesn't look like it is signed by you yet. Just wanted to alert you to check it. I also asked accounting about the pending payment from August.

*Barbara (Quess) Derman, MSW*  
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[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Thomas A. Lang, Esquire - Comcast [<mailto:ra-operations@comcast.net>]  
**Sent:** Monday, December 04, 2017 1:58 PM  
**To:** Derman, Barbara (DHHS) <DermanB@michigan.gov>  
**Subject:** Re: Real Alternatives August FSR

Thank you for your efforts!

---

**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Monday, December 4, 2017 at 1:16 PM  
**To:** Thomas Lang <ra-operations@comcast.net>, Deacon Tom Lang <[deacontomlang@verizon.net](mailto:deacontomlang@verizon.net)>  
**Subject:** FW: Real Alternatives August FSR

Laura is working on this as well

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, December 11, 2017 2:49 PM  
**To:** Thomas A. Lang, Esq. (ra-operations@comcast.net); Deacon Tom Lang  
**Subject:** FW: Real Alternatives August FSR

So, if I understand correctly, I think once the contract is signed your payment is there.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** FSRMDHHS  
**Sent:** Monday, December 11, 2017 2:35 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Subject:** RE: Real Alternatives August FSR

I don't pay prior to the 2018 Contract in Egrams. This was paid directly into SIGMA on December 5<sup>th</sup>.

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, December 11, 2017 2:22 PM  
**To:** FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>  
**Subject:** RE: Real Alternatives August FSR

Hi Teresa, I just looked in EGrAMS and it appears there is now a code and Contracts has signed the contract, so thought I should check on the August FSR for them. I'll check to see if that is it for last year, think they were holding on the September FSR. Thanks

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, December 04, 2017 10:06 AM  
**To:** FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>  
**Subject:** RE: Real Alternatives August FSR

Thank you Teresa

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)



From: FSRMDHHS  
Sent: Monday, December 04, 2017 10:05 AM  
To: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
Subject: RE: Real Alternatives August FSR

Barbara, we have not been given the new SIGMA coding for the Program. I have messaged the Budget Manager requesting an update on when to expect this Coding. Hopefully this week. Teresa

Teresa L. Miller – Financial Analyst  
Michigan Department of Health and Human Services  
Operations Admin – Office of Accounting  
Expenditure Operations – Contract Payment Unit  
P.O. Box 30037  
Lansing, MI 48909

Phone: 517-284-9349  
Fax: 517-335-6147  
[millert2@michigan.gov](mailto:millert2@michigan.gov)

From: Derman, Barbara (DHHS)  
Sent: Thursday, November 30, 2017 2:46 PM  
To: FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>; Davis, Dallas (DHHS) <[DavisD14@michigan.gov](mailto:DavisD14@michigan.gov)>  
Subject: Real Alternatives August FSR  
Importance: High

Good afternoon Dallas,  
Please see this email request below. Can you let me know the status of the August FSR for this program. I do not have a September FSR from them, as I think they were it. I have suggested they go ahead and forward since it would be part last fiscal year.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

From: Deacon Tom Lang [<mailto:deacontomlang@verizon.net>]  
Sent: Thursday, November 30, 2017 2:22 PM  
To: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
Subject: August Expenses

Quess -

In light of the ongoing delays with the new contract, we'd like to ask you to kindly have payment made for our August Expenses at this time. Anything that you can do in that regard to speed up the process would be greatly appreciated.

With no new funding coming in, and August not yet being paid, we cannot justify having our staff continue to handle Michigan Program work smh as processing Services Rendered Forms from the counselors, answering hotline calls, performing accounting work, etc. We will be submitting our September Expenses shortly as you suggested.

Thank you!

Tom

**Derman, Barbara (DHHS)**

---

From: Derman, Barbara (DHHS)  
Sent: Monday, December 11, 2017 2:43 PM  
To: Thomas A. Lang, Esquire - Comcast; Deacon Tom Lang  
Subject: RE: Real Alternatives August FSR

Good afternoon Tom,  
Looking on EGrAMS, It looks as though your contract was signed at our end on last week. But doesn't look like it is signed by you yet. Just wanted to alert you to check it. I also asked accounting about the pending payment from August.

*Barbara (Quess) Derman, MSW*  
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Michigan Department of Health and Human Services  
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[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

From: Thomas A. Lang, Esquire - Comcast [mailto:ra-operations@comcast.net]  
Sent: Monday, December 04, 2017 1:58 PM  
To: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
Subject: Re: Real Alternatives August FSR

Thank you for your efforts!

---

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Date: Monday, December 4, 2017 at 1:16 PM  
To: Thomas Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>, Deacon Tom Lang <[deacontomlang@verizon.net](mailto:deacontomlang@verizon.net)>  
Subject: FW: Real Alternatives August FSR

Laura is working on this as well

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
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Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

---

From: Geist, Laura (DHHS)  
Sent: Monday, December 04, 2017 12:50 PM  
To: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>; Dunbar, Paulette Dobynes (DHHS) <[dunbarp@michigan.gov](mailto:dunbarp@michigan.gov)>  
Subject: RE: Real Alternatives August FSR

Hi Quess,

I wish I had more to suggest than what you are already doing. I have talked to budget directly, and they know that this is a high priority issue.

I have let my Bureau director know, and she has alerted our Administration director. I am hoping they can put some pressure on budget and accounting to expedite things as much as possible.

Laura

Laura Geist  
(517) 241-3932  
[GeistL1@michigan.gov](mailto:GeistL1@michigan.gov)

From: Derman, Barbara (DHHS)  
Sent: Monday, December 4, 2017 12:28 PM  
To: Geist, Laura (DHHS) <[GeistL1@michigan.gov](mailto:GeistL1@michigan.gov)>; Dunbar, Paulette Dobynes (DHHS) <[dunbarp@michigan.gov](mailto:dunbarp@michigan.gov)>  
Subject: FW: Real Alternatives August FSR

I'm concerned about the delay in payment. They were initially told that they should expect payment around the 15<sup>th</sup> of November. They are also holding the September submission, even though I suggested they go ahead and submit it to me, since it was on the old contract and probably needs to go the old accounting route.

They also expected to have the contract for FY 18 back to them within a couple weeks. It seems both are hung up at Budget due to lack of SIGMA code. I've kept them up-to-date with the information I have received, I'd probably be complaining too if I had vendors I couldn't pay since July. Any suggestions?

*Barbara (Quest) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

From: FSRMDHHS  
Sent: Monday, December 04, 2017 10:05 AM  
To: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
Subject: RE: Real Alternatives August FSR

Barbara, we have not been given the new SIGMA coding for the Program. I have messaged the Budget Manager requesting an update on when to expect this Coding. Hopefully this week. Teresa

Teresa L. Miller -- Financial Analyst

From: Derman, Barbara (DHHS)  
Sent: Thursday, November 30, 2017 2:46 PM  
To: FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>; Davis, Dallas (DHHS) <[DavisD14@michigan.gov](mailto:DavisD14@michigan.gov)>  
Subject: Real Alternatives August FSR  
Importance: High

Good afternoon Dallas,  
Please see this email request below. Can you let me know the status of the August FSR for this program. I do not have a September FSR from them, as I think they were holding it for resolution of the August FSR. I have suggested they go ahead and forward since it would be part last fiscal year.

*Barbara (Quest) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
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109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Deacon Tom Lang [<mailto:deacontomlang@verizon.net>]

**Sent:** Thursday, November 30, 2017 2:22 PM

**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>

**Subject:** August Expenses

Quess -

In light of the ongoing delays with the new contract, we'd like to ask you to kindly have payment made for our August Expenses at this time. Anything that you can do in that regard to speed up the process would be greatly appreciated.

With no new funding coming in, and August not yet being paid, we cannot justify having our staff continue to handle Michigan Program work smh as processing Services Rendered Forms from the counselors, answering hotline calls, performing accounting work, etc. We will be submitting our September Expenses shortly as you suggested.

Thank you!

Tom

**Derman, Barbara (DHHS)**

---

**From:** Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
**Sent:** Monday, December 04, 2017 1:58 PM  
**To:** Derman, Barbara (DHHS)  
**Subject:** Re: Real Alternatives August FSR

Thank you for your efforts!

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**From:** "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
**Date:** Monday, December 4, 2017 at 1:16 PM  
**To:** Thomas Lang <ra-operations@comcast.net>, Deacon Tom Lang <deacontomlang@verizon.net>  
**Subject:** FW: Real Alternatives August FSR

Laura is working on this as well

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Geist, Laura (DHHS)  
**Sent:** Monday, December 04, 2017 12:50 PM  
**To:** Derman, Barbara (DHHS) <DermanB@michigan.gov>; Dunbar, Paulette Dobynes (DHHS) <dunbarp@michigan.gov>  
**Subject:** RE: Real Alternatives August FSR

Hi Quess,

I wish I had more to suggest than what you are already doing. I have talked to budget directly, and they know that this is a high priority issue.

I have let my Bureau director know, and she has alerted our Administration director. I am hoping they can put some pressure on budget and accounting to expedite things as much as possible.

Laura

Laura Geist  
(517) 241-3932  
[GeistL1@michigan.gov](mailto:GeistL1@michigan.gov)

**From:** Derman, Barbara (DHHS)  
**Sent:** Monday, December 4, 2017 12:28 PM  
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**Subject:** FW: Real Alternatives August FSR

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[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

From: FSRMDHHS  
Sent: Monday, December 04, 2017 10:05 AM  
To: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
Subject: RE: Real Alternatives August FSR

Barbara, we have not been given the new SIGMA coding for the Program. I have messaged the Budget Manager requesting an update on when to expect this Coding. Hopefully this week. Teresa

Teresa L. Miller – Financial Analyst

From: Derman, Barbara (DHHS)  
Sent: Thursday, November 30, 2017 2:46 PM  
To: FSRMDHHS <[FSRMDHHS@michigan.gov](mailto:FSRMDHHS@michigan.gov)>; Davis, Dallas (DHHS) <[DavisD14@michigan.gov](mailto:DavisD14@michigan.gov)>  
Subject: Real Alternatives August FSR  
Importance: High

Good afternoon Dallas,  
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Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

From: Deacon Tom Lang [<mailto:deacontomlang@verizon.net>]  
Sent: Thursday, November 30, 2017 2:22 PM  
To: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
Subject: August Expenses

Quess -

In light of the ongoing delays with the new contract, we'd like to ask you to kindly have payment made for our August Expenses at this time. Anything that you can do in that regard to speed up the process would be greatly appreciated.

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Thank you!

Tom



**Derman, Barbara (DHHS)**

---

**From:** Derman, Barbara (DHHS)  
**Sent:** Thursday, November 30, 2017 2:46 PM  
**To:** FSRMDHHS; Davis, Dallas (DHHS)  
**Subject:** Real Alternatives August FSR  
**Attachments:** Real Alternatives FSR for August 2017

**Importance:** High

Good afternoon Dallas,

Please see this email request below. Can you let me know the status of the August FSR for this program. I do not have a September FSR from them, as I think they were it. I have suggested they go ahead and forward since it would be part last fiscal year.

*Barbara (Quess) Derman, MSW*

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Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

**From:** Deacon Tom Lang [mailto:[deacontomlang@verizon.net](mailto:deacontomlang@verizon.net)]  
**Sent:** Thursday, November 30, 2017 2:22 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Subject:** August Expenses

Quess -

In light of the ongoing delays with the new contract, we'd like to ask you to kindly have payment made for our August Expenses at this time. Anything that you can do in that regard to speed up the process would be greatly appreciated.

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Thank you!

Tom

Derman, Barbara (DHHS)

From: Thomas A. Lang, Esquire - Comcast <ra-operations@comcast.net>  
Sent: Wednesday, November 29, 2017 11:33 AM  
To: Derman, Barbara (DHHS)  
Subject: Re: EGrAMS Submissions

Quess -

Thanks for this info! I'll pass it along, and pray that this is resolved for everyone's benefit very soon!

Tom

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From: "Derman, Barbara (DHHS)" <DermanB@michigan.gov>  
Date: Wednesday, November 29, 2017 at 11:14 AM  
To: Thomas Lang <ra-operations@comcast.net>  
Subject: RE: EGrAMS Submissions

Looks like you sent this email Monday evening and it just showed up in my inbox this morning! Maybe there is a larger issue with Comcast emails and the michigan.gov servers.

Laura was certainly expecting your EGrAMS contract to follow the usual schedule for contracts and didn't anticipate the delays that the new accounting system created for everyone, including state employees getting paid along with all the other contracts. It's been a bit of a bumpy change over.

I'm sure she was expecting that the budget office could just do their approval and move it back to you for signature. The coding issue she referred to yesterday would be getting you into the new SIGMA accounting system.

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
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Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

From: Thomas A. Lang, Esquire - Comcast [<mailto:ra-operations@comcast.net>]  
Sent: Monday, November 27, 2017 5:20 PM.  
To: Derman, Barbara (DHHS) <DermanB@michigan.gov>  
Subject: Re: EGrAMS Submissions

Thanks Quess! I've now tried sending it a couple other ways, even via my personal email address. Hopefully that will be received.

It's odd that on October 23, 2017, Laura said that the Agreement would be approved in a week or two. That's what I reported to our Board. However, five (5) weeks have now passed and we still don't have it.

I've asked her to check on the status so that I can answer the questions from our Board and Service Providers.

Thanks for your help!

Tom

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**From:** "Derman, Barbara (DHHS)" <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Date:** Monday, November 27, 2017 at 4:52 PM  
**To:** Thomas Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>  
**Subject:** RE: EGrAMS Submissions

Are you able to receive emails from her? When I spoke with her before the Thanksgiving break, she told me about the problem with your emails. She had ask for help from their tech person, who said it is an issue with Comcast emails and no other carrier. He told her there was nothing he could do about it, from this end as it is not being blocked by the servers here. He suggested that if you have a Gmail or some other email account, you should use it to email. I don't understand why it would be to their server and not to other Michigan.gov servers, but apparently he was aware of that issue with Comcast emails. So might be worth communicating with her though another email, if you have more than one.

I have not received a reply from accounting yet, but will let you know when I do.

*Barbara (Quess) Derman, MSW*  
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[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

---

**From:** Thomas Lang - Exchange [<mailto:VPofOperations@realalternatives.org>] On Behalf Of Thomas A. Lang, Esquire - Comcast  
**Sent:** Tuesday, November 21, 2017 3:02 PM  
**To:** Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Subject:** Re: EGrAMS Submissions

Quess -

Thanks for contacting Laura for us since my emails to her are still getting bounced back for some reason. Please let her know that as it is only happening with her, and it happens for me and Cliff each time we try to email her.

Tom

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**From:** "Derman, Barbara (DHHS)" <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
**Date:** Tuesday, November 21, 2017 at 8:20 AM  
**To:** Thomas Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>  
**Subject:** RE: EGrAMS Submissions

When I asked Laura about that last week, she said it is still waiting for budget to sign off in EGrAMS, She said they are kind of caught up in year-end changes. (the State changed its entire reporting/accounting system as of Oct. 1, and it's caused a bit of delay for all of us! ☹) Laura assured me the contract will be backdated as soon as they get to it. She was going to check on the status.

I'll poke her again today. Thanks for your understanding

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968

[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

From: Thomas Lang [<mailto:ra-operations@comcast.net>]  
Sent: Tuesday, November 21, 2017 8:09 AM  
To: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
Subject: Re: EGrAMS Submissions

Do you know the status of our contract? The Executive Committee of our Board of Directors has scheduled a meeting with us today to discuss the Michigan Program and specifically, the contract.

Thank you!  
Tom

Sent from my iPhone

On Nov 21, 2017, at 7:49 AM, Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)> wrote:

Haven't heard back from accounting yet, I'll check again

*Barbara (Quess) Derman, MSW*  
Public Health Consultant, Reproductive & Preconception Health  
Michigan Department of Health and Human Services  
109 W. Michigan Ave, 3<sup>rd</sup> Floor, Lansing, Michigan 48913  
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

From: Thomas A. Lang, Esquire - Comcast [<mailto:ra-operations@comcast.net>]  
Sent: Friday, November 17, 2017 3:15 PM  
To: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
Subject: Re: EGrAMS Submissions

Thank you. I'll pass the info along to the service provider.

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From: "Derman, Barbara (DHHS)" <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
Date: Friday, November 17, 2017 at 1:55 PM  
To: Thomas Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>, "Clifford W. McKeown" <[ra-finance@comcast.net](mailto:ra-finance@comcast.net)>  
Cc: "Kevin I. Bagatta" <[ra-president@comcast.net](mailto:ra-president@comcast.net)>  
Subject: RE: EGrAMS Submissions

Hi Tom,  
I'm working away from the office today, but I'll check in with accounting when I return to the office on Monday afternoon. I think I saw that payments had been suspended until they complete year-end accounting...and assuming August payments are among year-end obligations, should be soon. I'll get back to you as soon as I hear. I am still assuming that once you are up and running on EGrAMs like most State contracts, the delays you experienced last year while functioning under the paper contract should end:

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Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968  
[DermanB@michigan.gov](mailto:DermanB@michigan.gov)

From: Thomas A. Lang, Esquire - Comcast [<mailto:ra-operations@comcast.net>]  
Sent: Friday, November 17, 2017 1:43 PM  
To: Derman, Barbara (DHHS) <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>; Cliff [ra-finance@comcast.net](mailto:ra-finance@comcast.net)  
Cc: Kevin I. Bagatta, Esquire ([ra-president@comcast.net](mailto:ra-president@comcast.net)) <[ra-president@comcast.net](mailto:ra-president@comcast.net)>  
Subject: Re: EGrAMS Submissions

Quess -

Can you check on the status of our August payment? We have a Service Provider regularly asking about the status.

We were told it would be in mid-November, but we still haven't received it.

Thank you!  
Tom

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From: "Derman, Barbara (DHHS)" <[DermanB@michigan.gov](mailto:DermanB@michigan.gov)>  
Date: Thursday, November 16, 2017 at 3:43 PM  
To: "Clifford W. McKeown" <[ra-finance@comcast.net](mailto:ra-finance@comcast.net)>, Thomas Lang <[ra-operations@comcast.net](mailto:ra-operations@comcast.net)>  
Cc: "Kevin I. Bagatta" <[ra-president@comcast.net](mailto:ra-president@comcast.net)>  
Subject: EGrAMS Submissions

Good afternoon Cliff,  
Now that Real Alternatives contract is in EGrAMS, I have been checking the system for your FSR submissions, to make sure I don't miss them. But noticed that it doesn't look completed. Today I attended an EGrAMS training and saw Laura Geist. She said the contract it is still waiting for budget to complete their year-end process.

So I wanted to suggest that when it is final, and you can submit your first FSR, please send me an email to let me know and I'll go in to approve and move it. The system doesn't automatically alert me, I have to go in and check. That way I won't hold it up any further.

*Barbara (Quess) Derman, MSW*  
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